

GRAIN DEALERS JOURNAL

In This Number:

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G. D. N. A.

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Country Weights vs. Terminal Weights

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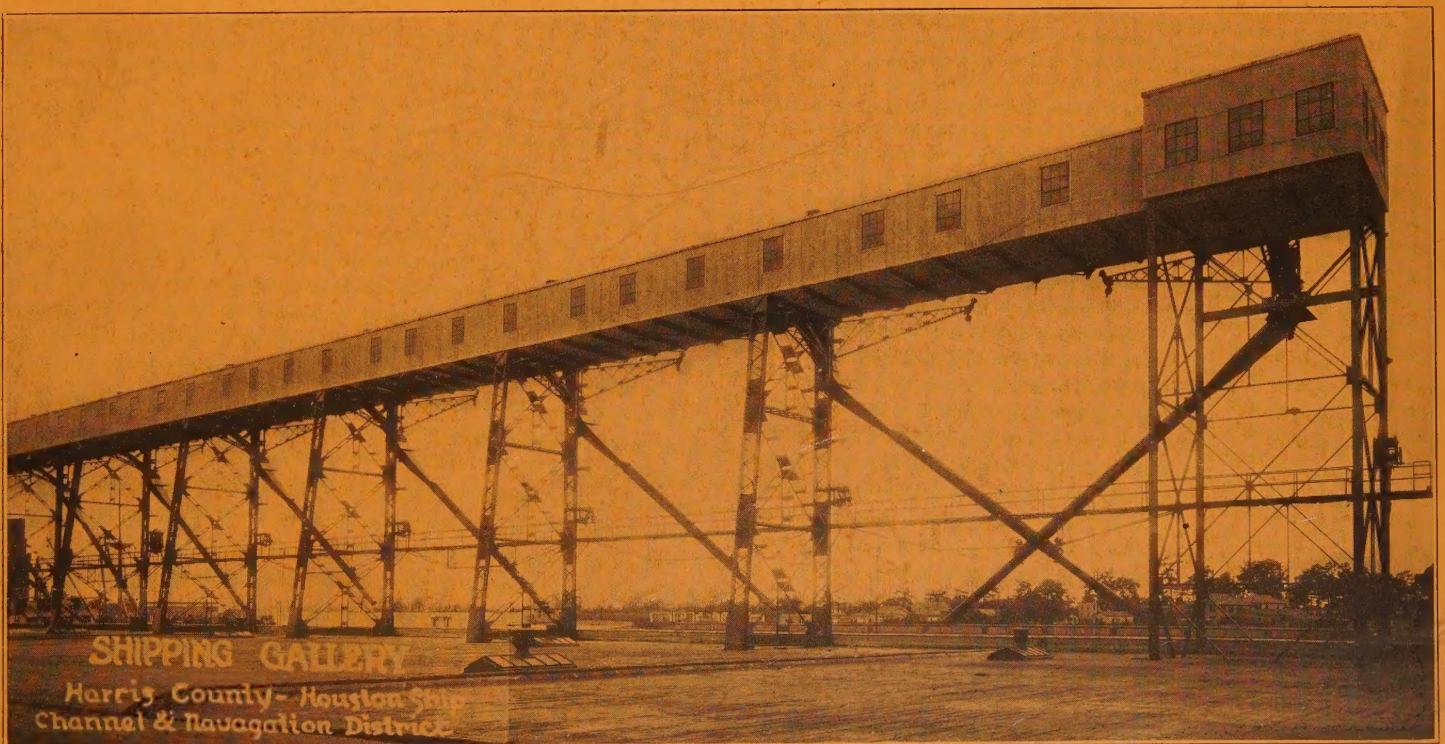
Autumn Meeting of Farm Seed Association

The Inspector's Job

U. S. Feed Distributors Hold Business Session

Illinois State Politics and the Kessinger Bill

What Will Be the Effect of the Seed
Verification Program



New Four Belt Shipping Gallery of the Port of Houston's Public Elevator.

Here's the Quick, Easy Way to Remove Grain Doors

You can push in a grain door in two minutes with this powerful tool. It does a quick, neat job without breakage or delay.

The Peterson Pneumatic Grain Door Remover

requires only 100 lbs. air pressure to exert 6000 lbs. pressure on the door. The surplus air is available for cleaning, signalling and other uses.

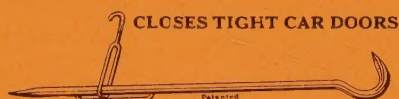
PANK Grain Door Remover

(SHOWN BELOW AT RIGHT)

A simple, hand operated tool. Turning the fly-wheel develops a powerful leverage with enough pressure to easily open any door or entire section. Installed in either new or old elevators.

Grain door removers save labor, eliminate breakage and prevent costly unloading delays. Write us for full information.

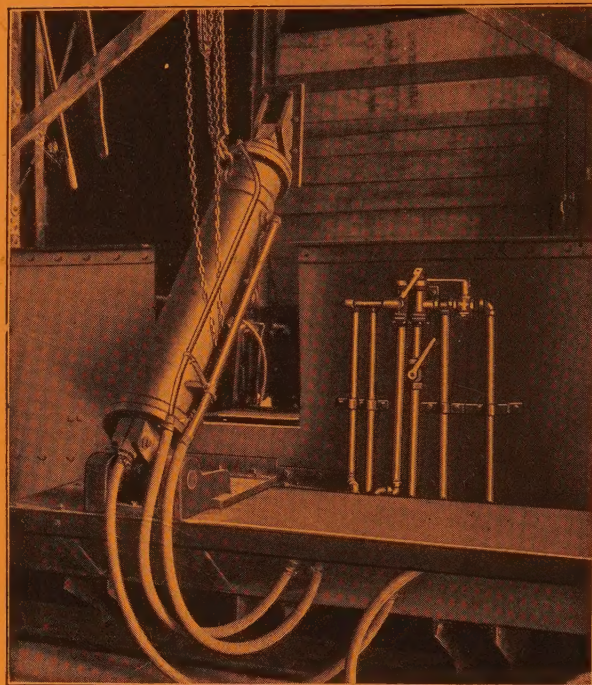
STRONG-SCOTT CAR DOOR BAR



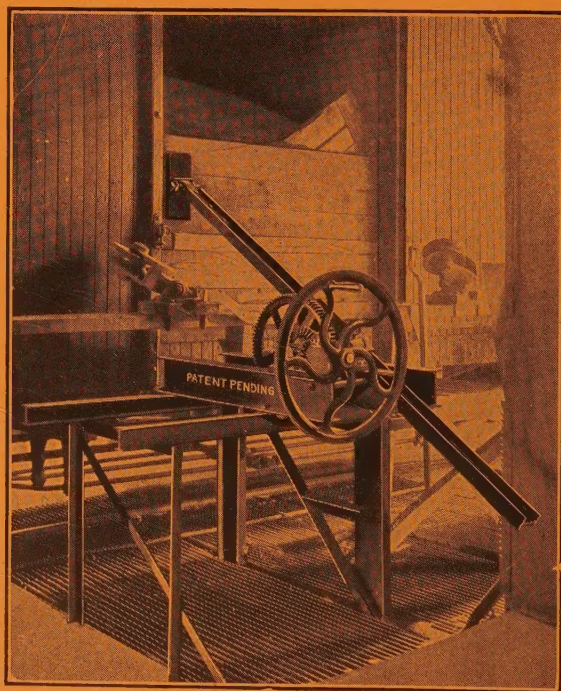
Absolutely guaranteed to close any car door. Saves time and money. Made of high carbon tool steel. Weight $6\frac{3}{4}$ lbs. Price \$2.50 F. O. B. Mpls. **Order yours now!**

SUPERIOR D. P. CUPS

Increase your Elevator Capacity 20% with Superior D. P. Cups. They hold more, are placed closer on belt, discharge perfectly. Nothing to change but the cups. We carry full stocks.



Peterson Grain Door Remover (Mfg. Under License)



Pank Grain Door Remover

Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.
Minneapolis Minn. Great Falls Mont.
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.*
Beasley Grain Co., J. N., grain and seeds.*
Great West Mill & Elevator Co., millers, grain drrs.*
Hardeman-King Co., millers and grain dealers.*
Kearns Grain & Seed Co., grain, field seeds.*
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*

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Blair Elevator Corp., The, grain merchants.*

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Lederer Bros., grain receivers.*

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Hasenwinkle-Scholer Co., corn and oats.*

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Studebaker Grain & Seed Co., grain, hay, seeds.*

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Corn Exchange Members.

Hannon, Harry J., brokerage exclusively.
Leeson Grain Co., Inc., consignments.
McKillop, Inc., J. G., consignments.*
Sunset Feed & Grain Co., Inc., feed and grain.*

BUTLER, PENNA.

Klingler & Company, H. J., buckwheat and grain,
kiln-dried buckwheat flour.

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Board of Trade Members.

Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

Wilder-Murrell Grain Co., track buyers grain and seeds.*

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Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
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Chicago Grain & Salvage Co., salvage grain.
Clement, Curtis & Co., members all exchanges.*
Cross, Roy, Eberhart & Harris, grain commission.*
Dele & Co., J. H., grain and seeds.*
Harris, Winthrop & Co., grain commission.*
Hott & Co., Lowell commission, grain and seeds.
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.
Lambson Bros. & Co., consignments solicited.*
Logan & Bryan, grain, stocks, provisions.
McKenna & Strasser, commission merchants.*
Norris Grain Co., grain merchants.*
Pope & Eckhardt Co., commission merchants.*
Rumsey & Co., grain commission.*
Rural Grain Co., consignments.*
Shaffer Grain Co., J. C., grain merchants.*
Stratton Grain Co., grain merchants.*

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Cleveland Grain & Mfg. Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.*
Granger & Co., Dan. B., commission, grain and hay.*
Scholl Grain Co., grain merchants.*

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Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.*
Cleveland Grain & Milling Co., The, recvrs. & shprs.*
Shepard, Clark & Co., grain merchants.*

DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.*
Dal-Tex Grain Co., stock and poultry feed.
Doggett Grain Co., wholesale grain.
Finley, W. H., wholesale grain broker.

DANA, IND.

White, E. O., buyer all grades salvage grain.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

*Members Grain Dealers National Association.

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Houlton Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.
Farmers Union M. & E. Co., millers, grain mchts.
Rocky Mountain Grain Co., export and domestic grain.*

DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.*

DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.*
Lockwood Grain, Inc., merchants.*

DETROIT, MICH.

Board of Trade Members.

Caughey Co., Frank T., grain and field seeds.*
Blinn, Fred W., grain dealers.*

EMPORIA, KANS.

Trusler Grain Co., grain merchants.

ENID, OKLAHOMA.

Grain Exchange Members

Enid Terminal Elevator Co., public storage.*
Union Equity Exchange.

FORT DODGE, IOWA

Mulholland Grain Co., grain merchandisers.

FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds
Bennett & Co., Jas. E., grain, stocks, provisions.*
Carter Grain Co., C. M., brokerage, consignments.*
Claborn, H. L., mgr. J. S. Bache & Co., futures.
Dorsey Grain Co., strictly brokers, consignments.
Ft. Worth Elevators Co., gr. merchants, pub. storage.
Federal Commission Co., brokers, consignments.*
Gladney Grain Co., consignments.
Isbell Grain Co., grain merchants.
Kimbell Milling Co., grain merchants, pub. storage.
Ralston Purina Co. of Texas, feed.
Rogers Co., E. M., strictly bkg. and consignments.*
Transit Grain & Com. Co., consignments, brokerage.*
Tillery Grain & Com. Co., export, bkgm. consignments.*
Universal Mills, "Superior Feeds."
West Grain Co., consignments, merchants, brokers.

GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.*
Shaw, Thomas F., export grain.*

GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GUTHRIE, OKLA.

Logan County Mfg. & Gr. Co., mchts., pub. storage.

HASTINGS, NEBR.

Howard, W. A., grain broker.

HOUSTON, TEXAS.

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American Mill Flour Mills, mlg. gr., exporters.
Beatty-Archer Co., grain brokers only.*
Downman Grain & Hay Co., E. C., gr., fd., hay.*
Rothschild Co. S., grain, c/s products, rice, b/p.*
South Texas Grain Co., grain & feed.*

INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.*
Hart-Malbucher Co., grain merchants.*
Kinney Grain Co., H. E., receivers and shippers.*
Montgomery & Tompkins, receivers and shippers.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milio.*
Davis Grain Co., A. C., grain commission.
Davis-Hunt Grain Co., consignments, futures.
Davis-Noland-Merrill Grain Co., grain mchts.*
Denton Grain Co., Oliver, consignments.*
Ernst Davis Commission Co., consignments.
Lichtig & Co., H., kafir, milio, screenings.
Logan Bros.-Hart Grain Co., receivers and shippers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., wheat, oats, barley, corn.*
Rocky Mountain Grain & Com. Co., consignments.
Scouler-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.
Uhlmann Grain Co., grain merchants.*
Uppike Grain Corp., consignments.
Wolcott & Lincoln, consignments, futures.*
Wilser Grain Co., consignments.*
Wyandotte Elevator Co., grain merchants.*

LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.*

LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

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Farmer Co., E. L., brokers, grain and millfeed.

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Board of Trade Members.

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Callahan & Sons, receivers and shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Thomson Elevator Co., grain dealers.
Zorn & Co., S., receivers and shippers.*

McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

MEMPHIS, TENN.

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Buxton, E. E., broker and commission merchant.*
U. S. Feed Co., grain, hay, millfeed.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.*
Kamm Co., P. C., grain shippers.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Fraser-Smith Co., grain merchants.*
Hallett & Carey Co., grain merchants.*
Hiawatha Grain Co., screenings.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seld, shippers grain and feed.*
Van Dusen-Harrington Co., grain merchants.*

NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*
(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.
Jones & Co., M. B., buyers—quote us.*
Therrien, A. F., broker.

OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.
Bennett & Co., Jas. E., grain, stocks, provisions.
Hardeman-King Co., millers, grain dealers.*
Jackson Grain Co., grain merchants.
Mid-State Grain Co., The, grain & feed mchts.
Polson Grain Co., mill wheat specialists.
Scannell Grain Co., E. M., grain and feed.
Stinnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.
White Grain Co., wheat, corn, oats, kafir.*
White-Richert Grain Co., coarse grain, field seeds.
Winters Grain Co., grain merchants.

OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.*
Trans-Mississippi Grain Co., receivers and shippers.*
Updike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*

PEORIA (Continued)

Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.*

SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.*

ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedstuffs, grain, seeds.*
Hall Grain Co., Marshall, grain merchants.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*

SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs. of select milling wheat.

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.*
Custenbolder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.*

TOLEDO, C.

Produce Exchange Members.

Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Zahn & Co., J. F., grain and seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

Kansas Terminal Elevtr. Co., gr. mchts., public storage.

WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.*

WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.
Baker Grain Co., The A. F., wheat, corn, oats, kafir.
Blood Grain Co., I. H., receivers and shippers.
Brady Grain Co., consignments.
Craig Grain Co., The, grain merchants.
Kelly Grain Co., Edw., mlg. wheat a specialty.
Smith-McLinden Grain Co., wheat, corn, oats, kafir.
Wichita Terminal Elevtr. Co., general elevtr. business.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whirs, gr. and seeds.*

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Returns within 24 hours after grain is unloaded

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Miller's Code (1917), cloth..... 2.00
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Baltimore, Export Cable Code.....15.00
Bentley's Complete Phrase Code.....15.00
Elverside Flour Code, Improved, 6th Edition.....13.50
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309 So. La Salle St. Chicago, Ill.

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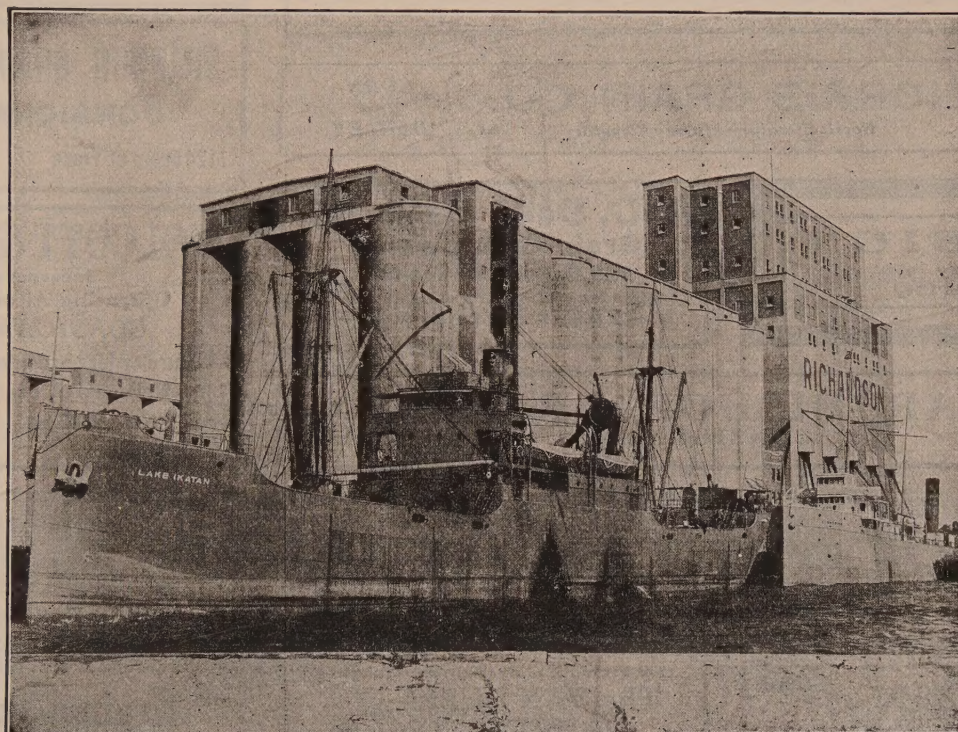
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Wichita, Kans. Pratt, Kans.**SCOULAR BISHOP GRAIN CO.**
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Wheat and Rye Selected by Expert Buyers.
Own and Operate Elevator "L"

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

MILWAUKEE

WHY

the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all Grains.

Its shipping facilities are among the best on the Great Lakes and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

Millers, Exporters and Country Shippers are invited to investigate the advantages to be derived by dealing with any of these Milwaukee Chamber of Commerce Members.

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W. M. Bell Co.

Buerger Commission Co.

Cahill Grain & Products Co.

Roy I. Campbell

Cargill Grain Co.

Crandall & Beck

Deutsch & Sickert Co.

Donahue-Stratton Co.

Franke Grain Co.

Fraser-Smith Co.

Froedtert Grain & Malting Co.

Owen & Bros. Co.

Henry Rang & Co.

M. G. Rankin & Co.

The Hadden Grain Co.

Hensey & Owen

Johnstone-Templeton Co.

P. C. Kamm Co.

Leonard J. Keefe

E. J. Koppelkam

J. V. Lauer & Co.

Milwaukee Grain Commission Co.

Mohr-Holstein Commission Co.

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72 Board of Trade, CHICAGO

Commission MerchantsReceivers and Shippers of
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49 Board of Trade

CHICAGO

CARHART CODE HARWOOD CO.**Grain Commission**

Board of Trade

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and GRAIN to ARRIVE**

at

CHICAGO

58 Board of Trade

ST. LOUIS

PEORIA

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Grain Merchants

Continental Bank Building
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MINNEAPOLIS

DULUTH

NEW YORK

BOSTON

BALTIMORE and TOLEDO

J. H. DOLE & COMPANY

ESTABLISHED 1852

COMMISSION MERCHANTS

We solicit your consignments of grain and seeds, and sales to arrive on our record of

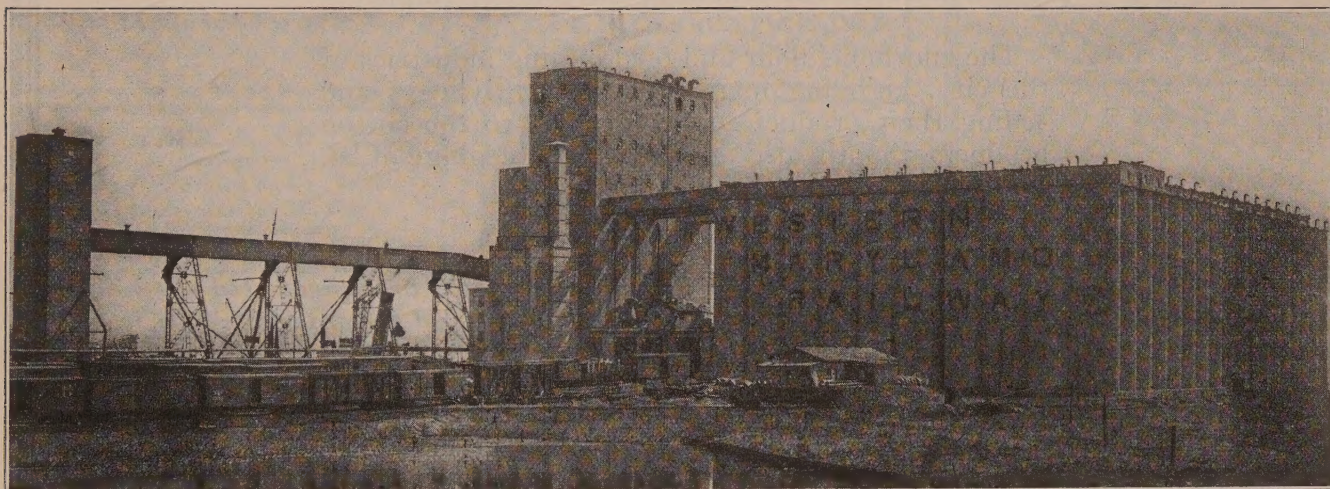
*Seventy-Five Years of Honorable Business Methods
in Handling Accounts of Western Grain Shippers*

Always alert in your interests

23 Chamber of Commerce
PEORIA, ILL.

327 So. La Salle St., Chicago, Ill.

393 Merchants Exchange
ST. LOUIS, MO.



Port Covington Elevators of the

Western Maryland Railway Company

at Baltimore, the best equipped port on the Atlantic Seaboard for handling grain for export.

These elevators are equipped with every modern facility to insure safety, speed and efficient service. Storage capacity, 4,000,000 bu. Berths for five steamers loading at one time. Delivering capacity, 150,000 bu. per hour. Drying capacity, 120,000 bu. per day. Cleaning capacity, 480,000 bu. per day. Unloading ability, 25 cars per hour. Three marine legs with unloading capacity of 15,000 bu. per hour.

ST. LOUIS

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa; Oklahoma, Nebraska, South Dakota, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton producing South, also take a large percentage of St. Louis grain receipts—

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—

The Knowlton Grain Co.
 Marshall Hall Grain Corporation
 Schultz & Niemeier Com. Co.
 Langenberg Bros. Grain Co.
 Fuller-Wooldridge Com. Co.
 Garmon Grain Co.
 Nanson Commission Co.
 Toberman Grain Co.
 Hunter Grain Co.
 Seele Bros. Grain Co.
 Schwarz Grain Co.
 Ballard-Messmore Grain Co.

Martin Grain Co.
 Morton & Co.
 The Geo. C. Martin Co.
 Kellogg-Huff Com. Co.
 Annan-Burg Grain & Mlg. Co.
 Klosterman-Patton Grain Co.
 Jostes-Lusk Grain Co.
 Picker & Beardsley Com. Co.
 Wm. D. Orthwein Grain Co.
 W. J. Edwards Grain Co.
 McClelland Grain Co.
 Overland Grain Co.

J. H. Teasdale Com. Co.

DENVER

shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

Houlton Grain Co.

*Wholesale Grain.
Get in touch with us.*

Farmers Union Mfg. & Elev. Co.

*Millers and Grain Merchants.
38th and Wynkoop Sts.*

O. M. Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

RECEIVERS, SHIPPERS AND BROKERS

OUR "RICE"

Unsulphured Poultry Oats

are in a class by themselves. Write, wire or phone for samples and prices.

The Metamora Elevator Co.

METAMORA, OHIO

GRAIN AND FEEDS

*Kaffir Mill Feeds
"Joy-O-Life" Poultry
and Stock Feeds*

CRANSTON-LIGGETT GRAIN & FEED CO. Leavenworth, Kansas

WE BUY SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage

E. O. WHITE - Dana, Ind.

E. H. BEER & CO., INC.

Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

STANDARD COMMISSION CO.

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING

MEMPHIS

GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS
ST. JOSEPH, MO

Send Your Offerings to

The Abel-Whitman Co., Inc.

Grain — Feed — Brokerage

511 Produce Exchange, New York, N.Y.

Turner-Hudnut Company

Receivers **GRAIN** Shippers

42-47 Board of Trade

DAILEY BROTHERS

INCORPORATED

*Receivers and
Shippers of
WINTER
WHEAT*

1044 University Avenue

ROCHESTER, NEW YORK

THE CLASSIFIED SECTION

is where all grain dealers look for anything special they want. It is the market place of the grain and field seed trades, covering the entire country twice a month. The quality of our circulation insures representative replies to all

Want Advertisements and in many cases results are immediate.

E. A. Grubbs Grain Co.

Milling Wheat Corn Oats

Wire for Prices

Greenville - Ohio

YOUR MESSAGE

Let the Grain Dealers Journal your message bear
To progressive grain dealers everywhere.

PEORIA

Because of a large and constant local industrial demand for manufacture into starch, alcohol and feed and because Peoria is a most important distributing point for grain to the South, Southeast and East, the members of its Board of Trade are in position to give shippers of grain good prices at all times. The profit side of your ledger will be more attractive after a short time of dealing with these Peoria Board of Trade Members.

American Milling Co.

Geo. W. Cole Grain Co.

W. W. Dewey & Sons

S. C. Bartlett & Co.

Lamson Bros. & Co.

J. H. Dole & Company

Luke Grain Co.

P. B. & C. C. Miles

C. H. Feltman Grain Co.

Mueller Grain Co.

Rumsey, Moore & Co.

Lowell Hoit & Co.

H. D. Bowen Grain Co.

Warren Commission Co.

James E. Bennett & Co.

Grain Exchange Members	OMAHA	Grain Exchange Members
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Corn—Wheat—Natural and Sulphured Oats and Barley
RECEIVERS and SHIPPERS
UPDIKE GRAIN CORPORATION
Elevator Capacity 4,600,000 Bushels
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN

CROWELL ELEVATOR COMPANY
OMAHA
Receivers and Shippers
GRAIN
Consignments Solicited

Chamber of Commerce Members	CINCINNATI	Chamber of Commerce Members
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SCHOLL GRAIN CO.
Grain Merchants

THE EARLY & DANIEL CO.
RECEIVERS @ SHIPPERS
STORAGE CAPACITY 2,500,000 BUSHELs

Produce Exchange Members	TOLEDO	Produce Exchange Members
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J.F. ZAHM & CO.
TOLEDO, OHIO
Your consignments and orders for future
solicited in either
GRAIN OR SEEDS
TOLEDO OR CHICAGO

SOUTHWORTH'S WEEKLY REVIEW
Covers GRAIN, SEED AND COTTON
It is FREE to all within our business range
SOUTHWORTH & CO., TOLEDO, OHIO

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO
We make track bids and quote delivered
prices. Solicit Consignments of Grain and
Clover Seed. Members Toledo Produce
Exchange and Chicago Board of Trade.

GREETING CARDS

Keep up the Christmas Spirit with a message of cheerfulness, do it with holiday greeting cards.

— FREE —

A complete set of samples, Business or Personal greeting cards, or both, with price list, will be mailed promptly for your inspection.

AMERICAN EMBOSSING COMPANY
193-195 SENECA STREET
BUFFALO, NEW YORK

Figure the Cost
Installed—and
you'll buy a

Kewanee

All Steel Truck Lift

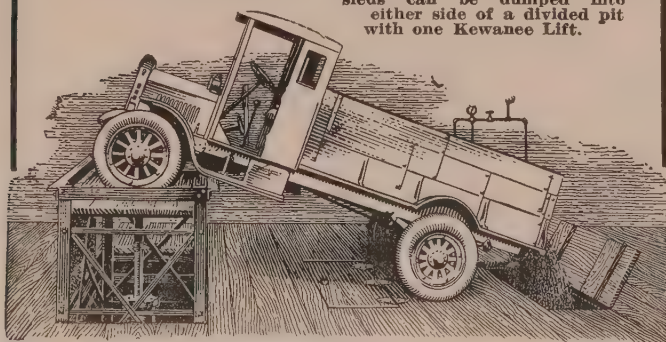
For trucks—wagons—sleds

The original price of a Kewanee may seem to be a little higher than for some other truck-dumping device. But if you will figure the total cost—the cost of the device, plus the materials and labor necessary to install it—you'll find the Kewanee costs no more, and usually less than any other reliable equipment.

It's a fact that some truck-dumping equipment costs as much for installation as the device itself costs. Get complete figures before you make your selection.

And remember that the over-strength built into every Kewanee Lift, means *extra years of life*—free from repair costs. And that again helps to make Kewanee the most economical "buy."

Ask for Special Plans—showing how trucks, wagons and sleds can be dumped into either side of a divided pit with one Kewanee Lift.



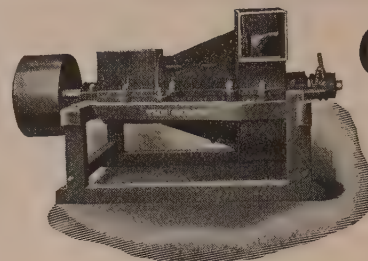
Kewanee Implement Company
Gentlemen:

1161 Commercial Street
KEWANEE, ILLINOIS

Without any obligation I would like Blue Prints and Prices on a Kewanee Truck Lift for my elevator.

Name

Address



Corn Shellers which Last

Prompt Service
on Repair Parts

Have Your Elevator Equipment Furnished and Installed

BY

The Sidney Grain Machinery Co.
Sidney, Ohio

Successors to the Philip Smith Mfg. Co.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin



Use DIXON'S Silica Graphite Paint

to protect all metal and wood surfaces

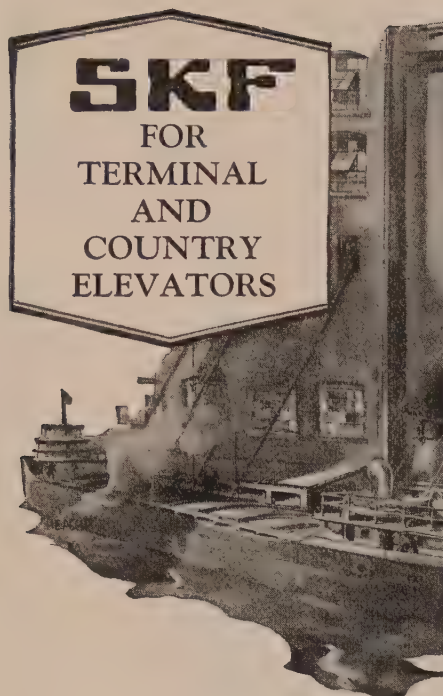
The pigment, flake silica-graphite, provides a tough, yet elastic, film, that withstands heat and cold without cracking or peeling off. The graphite and silica are naturally combined, resulting in long life and efficient surface protection.

Write for long service records and Color Card No. 15-B

JOSEPH DIXON CRUCIBLE COMPANY
JERSEY CITY NEW JERSEY

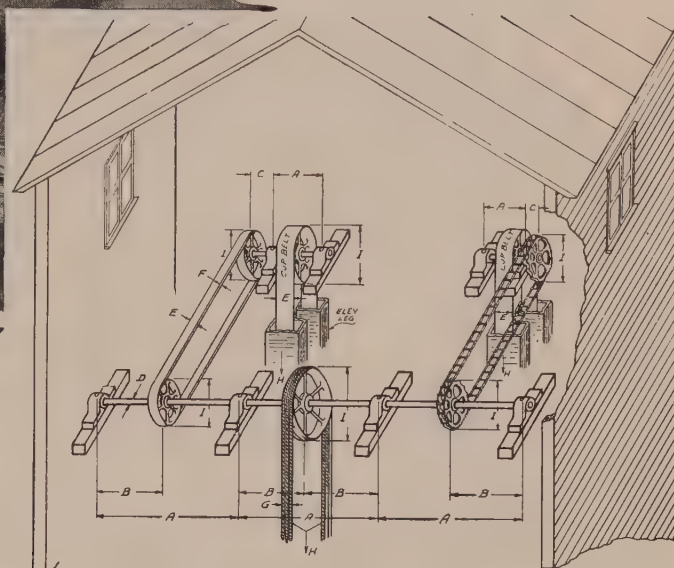
1827 ONE HUNDREDTH ANNIVERSARY 1927





From a Country Elevator Operator:

The manager of the Pesotum Elevator Co., Pesotum, Ill., writes: "It is now six months since we installed SKF Ball Bearings in our elevator and we are glad to say that they have proven a very good investment. The plant runs much smoother and they require so little attention that we sometimes think that we are neglecting them."



Cut Down Your Trips to the Cupola with SKF Ball Bearings on Head Drives

Three or four times a year is all you have to lubricate SKF Ball Bearings! Just imagine what this means especially during harvest when the wagons are lined up in your driveway. Every minute counts then but the seemingly useless trips to oil babbitt bearings must be made to the cupola or a hot bearing would stop the works effectively.

Not only are SKF Ball Bearings time and labor savers but they also decrease your power bills by 15 to 25 percent. Replace plain babbitted bearings in your head shafts with SKF. The job is easily and quickly done. For full particulars follow the typical head drive shown above, fill in the information coupon below and send it off today!

SKF INDUSTRIES, INC., 40 East 34th Street, New York, N. Y.

If you haven't the time our engineers will gladly secure this information. Just send your name and address.

1910

INFORMATION SHEET

Speed of drive shaft in revolutions per minute _____

The letters below correspond with letters in above drawing

A. Distances between bearings _____

B. Distances between bearings and pulleys or sprocket wheels _____

C. Overhang of pulleys or sprocket wheels _____

(Dimensions A, B & C should be from center of present bearing to center of pulley or sprocket)

D. Diameter of all shafts _____

E. Width of belts _____

F. Ply of belts and kind of material _____

G. Number of ropes and size _____

H. Height of elevator stands and rope drives _____

I. Diameter of all pulleys or sprocket wheels _____

Give horsepower transmitted by rope drive or electric motor; or give number of bushels per hour for each elevator _____

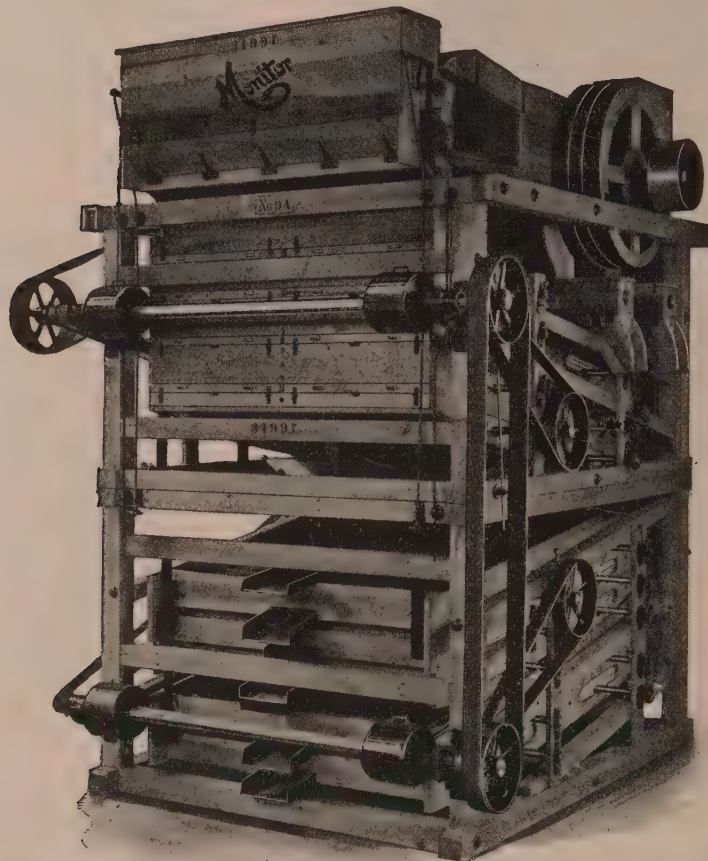
NOTE—When electric motor is used, give speed, pulley diameter and belt arrangement like above layout _____

Name _____

Address _____

City _____ State _____

Monitor LOCATION • new
FACTORY • modern
EQUIPMENT • complete } Prompt
 Deliveries a
 Speciality



The Value Is There

Screenings appear to be low in value but it is there, just the same. There is good wheat, oats, flax, mustard and other things in sufficient quantity to warrant a separation.

Run them over a MONITOR Screenings Separator, you get each by itself and each has a value far above that of mixed screenings. It is a sure profit producer and any elevator handling and cleaning spring wheat in quantity, is passing by a profit producing proposition if they sell their screenings as screenings.

We would like to separate a sample for you and give you the percentages as they run. No charge for this.

Huntley Manufacturing Company

(Formerly
Silver Creek)

Department B
Brocton, New York

Our Representatives at Your Service

Chicago, Ill.

A. D. McPherson,
410 Webster Bldg.

Kansas City, Mo.

F. J. Murphy, 732 Board
of Trade

Dayton, Ohio

W. B. Sutton, 337 W.
Hudson Ave.

Los Angeles, Calif.

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High Point, N. C.

C. T. Burton, 103 Woodberry St.

Portland, Ore.

J. J. Ross Mill Furn. Co.

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A. F. Shuler, 218 Iron
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San Francisco, Calif.

John R. Gray, Inc.,
723 Harrison St.

Vancouver

Will Hill, 414 Seymour St.

Lansdowne, Penna.

C. Wilkinson, P. O. Box 147,

Seattle, Wash.

J. J. Ross Mill Furn. Co.

Rochester, N. Y.

B. L. Brooks, Powers Hotel

Canadian Plant:

Tillsonburg, Ontario

RICHARDSON DUMPER



10000 BUSHEL
S OF
WHEAT
HOURLY

15000 BUSHEL
S OF
OATS
HOURLY

The two Richardson Dumpers installed at the plant of the Quaker Oats Co., Cedar Rapids, Iowa, have established a new standard of grain unloading.

Two men, per dumper, shift, place, dump and sweep 6 cars of oats hourly.



The Proper Method and The Proper Equipment

The right method for doing your specific grain handling job and the right equipment with which to do it can both be supplied by The Webster Mfg. Company.

With fifty years' experience in solving grain handling problems in America's largest grain elevators, etc., and with unlimited facilities for building the necessary equipment, Webster is

looked upon as headquarters for grain handling machinery.

Webster designs and builds all types of grain handling equipment, including belt conveyors, elevator legs, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, car movers, etc.

Consult us regarding your grain elevator needs.

THE WEBSTER MFG. COMPANY

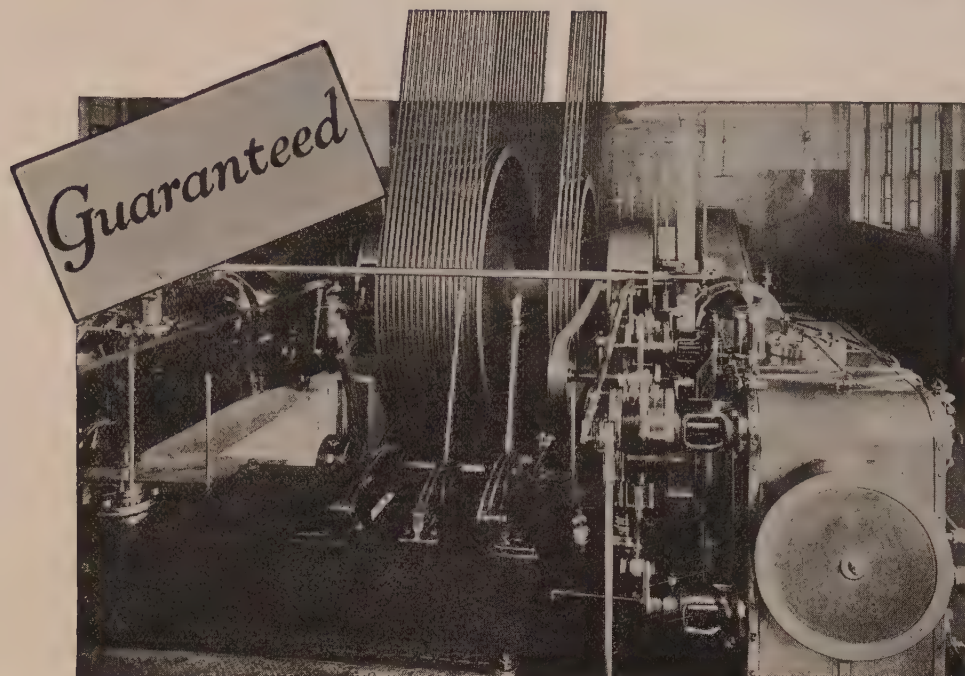
1856 N. Kostner Ave.

CHICAGO

Webster-Brinkley Co., Seattle

Webster-Inglis, Ltd., Toronto

WEBSTER



A Guaranteed Transmission Rope, at the cost of any other quality rope means that you will undoubtedly choose the Guaranteed Rope.

Columbian Transmission Rope

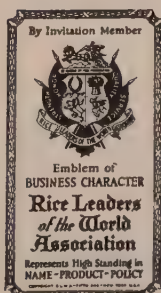
Tape-Marked

Pure Manila

is The Guaranteed Rope. In one of its strands is found the well known red, white and blue *Tape-Marker*, containing the manufacturer's signed Guarantee. By placing this *Marker* in the rope, the manufacturer assures you, over his signature, that the rope is as near perfection as can be attained.

It is unnecessary to take anyone's word in regard to Columbian Transmission Rope, for the manufacturer's signed statement appears in the very rope itself. That means, when you buy Columbian Transmission Rope you have a tangible assurance that the Columbian Rope Company protects your purchase.

Renew the rope on your drive with Guaranteed Columbian Transmission Rope. It will pay you, as it pays others, in additional and trouble-free service.



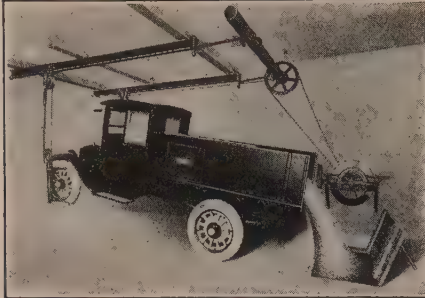
Columbian Rope Company

322-60 Genesee Street

AUBURN "The Cordage City" N. Y.

Branches: New York Chicago Boston New Orleans





McMillin Wagon & Truck Dump

No part of an Elevator is so noticeable as a satisfactory, speedy, and safe driveway and dump.

No equipment in the Building will hold the Trade better than a GOOD DUMP which will handle any kind of vehicle your customer cares to use, from the shortest wagon to the longest truck.

There is no necessity of dumping the floor and missing the dump door, since the McMILLIN Dump is so arranged that it will lift the front wheels of the vehicle regardless of their position.

While a 1 H.P. motor is sufficient, and the dump is ready for operation the minute power is applied, it can also be operated by hand should power not be available.

Very flexible in installing and can be fit to most any driveway.

Simple—Speedy and Substantial

For Particulars Address

L. J. McMILLIN

525 Board of Trade Building

Indianapolis, Ind.

Cover's Dust Protector

Rubber Protector. \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



10,000 SHIPPERS Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

**Prevent
CLAIM LOSSES**

Write for samples
and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President
617 Railway Exchange Bldg., Chicago, Ill.



CONE-SHAPE GRINDERS

IT PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Watt, Jacobburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. **Gt.**
N. P. BOWSHER CO., SOUTH BEND, IND.

Robt. E. Lee HOTEL

Kansas City,

Missouri

13th and Wyandotte St.

\$2.50—DOWN \$2.00

200 ROOMS

Strictly Modern

**All Rooms with
Private Bath**

**A MATTER OF
ECONOMY**

Other Robt. E. Lee Hotels

San Antonio and Laredo, Texas

Percy Tyrrell Hotel System

Put Your Name

where every progressive
grain dealer will see it
and keep it there.

THAT IS IN THE

Grain Dealers Journal
OF CHICAGO

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.



DAY Dust Collectors

have been standard
equipment in better
grain elevators for
over forty years.

There's a Reason

The Day Company

Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.

Confirmation Blanks

Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB. Price 90 cts.

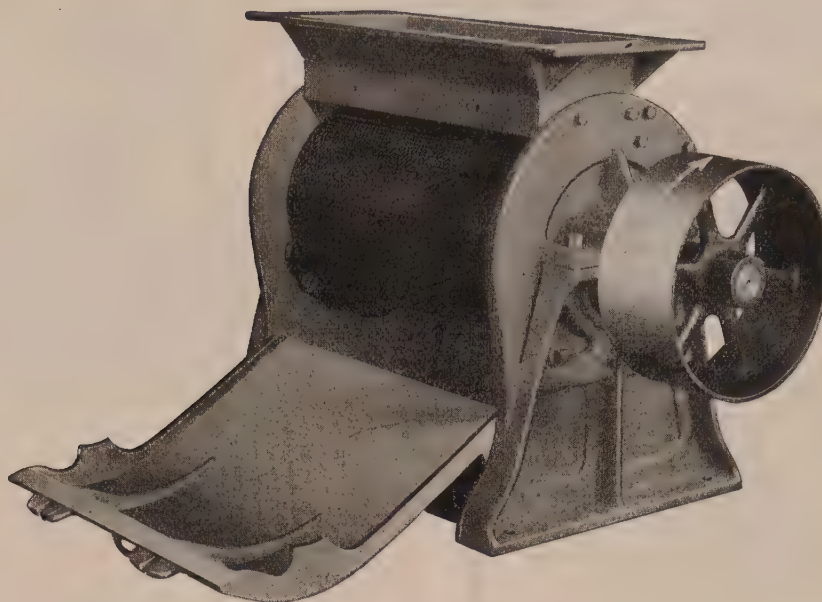
Grain Dealers Journal

309 S. La Salle Street

CHICAGO, ILL.



"Eureka"—"Invincible" Grain Cleaning Machinery



At the time when it is most needed

Comes the finest **Corn Cutter** ever designed

Outstanding Superiorities:

Improved results with Less Power.

One-piece screen with more perforated area than any other cutter.

Screen in closer contact with knives.

Screen can be taken out and replaced almost instantaneously.

A better method of adjusting and changing knives—easier and quicker.

Perfect accessibility and simplicity.

A series of five pictures will be sent to those interested

REPRESENTATIVES

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Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas.

B. M. Estes, 1429 Allston St., Houston, Texas.
Geo. S. Boss, Grand Hotel, New York City.
W. M. Mentz, Sinks Grove, W. Va.
Bert Eesley, Box 363, Fremont, O.

Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.
Canadian Representative: Strong-Scott Mfg. Co., Ltd., 50 Front St., E., Toronto 2, Ont. and Winnipeg, Man.

S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.

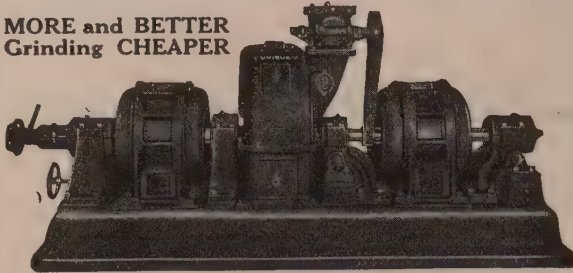


"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England

For Greatest Profit In
Feed Grinding, Employ The
UNIQUE
BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

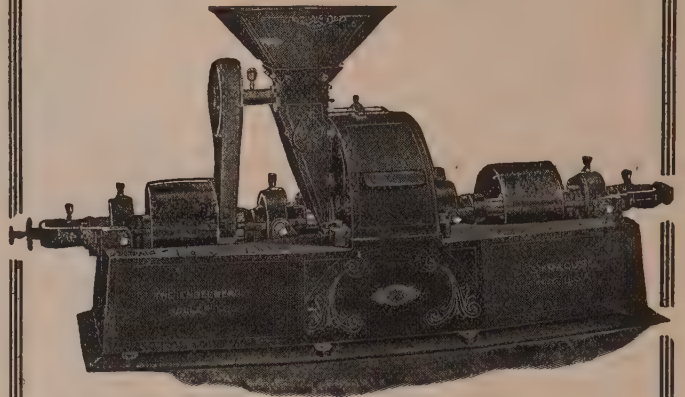
ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET

The “HALSTED”
HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.

Incorporated

SYRACUSE, N. Y., U. S. A.

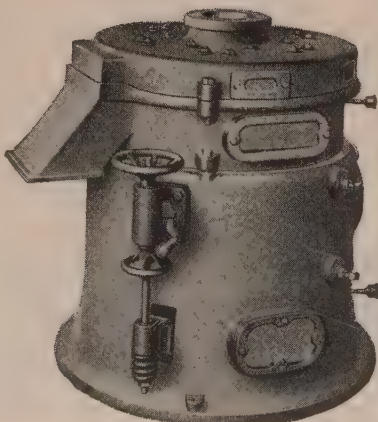
Allis-Chalmers
Vertical Grinder

WITH

ENCLOSED

VENTILATED TYPE

MOTOR

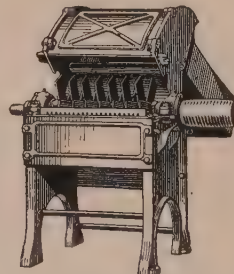


Has all of the features of a double head attrition mill in little space and at low cost.

Allis-Chalmers
Mfg. Co.

Milwaukee, Wis.

The W-W Hammer Type Feed Grinder



Distributors Wanted.

Write for bulletin and samples of ground feed.

The W-W Feed Grinder Co., Manufacturers, Wichita, Kans.

The World's Greatest Feed Grinder

Grinds any grain to any fineness—also alfalfa, etc., separately or together. Makes home grown mixed feed. Five sizes, elevator or blower.

Price \$150 to \$450

Most capacity—less power. No loose working parts. Timken roller bearings. 12 years of successful service.

Coal Sales Book

(Improved)

For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

Cool Grinding with "JAY BEE" Increased His Business 60 Per Cent!

YOU will never know what real, fine, fast, cool, economical grinding is until you install a "Jay Bee" Hammer mill. You will never experience real milling profits until you get a "Jay Bee." We can prove it!

Sherman Seed & Feed Co., Chippewa Falls, Wisc., writes: "Our custom grinding has increased 60% with the 'Jay Bee' mill. The Burr and Attrition Mills are things of the past, as the farmers and feeders have learned the value of cool ground grain. Feed ground over the 'Jay Bee' mill will go at least one-fifth farther than feed ground by friction, for if you grind it fine, say for hog feed, you will have smoking hot feed from your friction mill, while from the 'Jay Bee' mill, it will be just as cool as when it entered the mill. You will never regret getting a 'Jay Bee' mill."

Over 7500 "Jay Bee" mills in daily use. There's a reason. It is the best mill—cheapest when the work is done. We deliver capacities—not claims.

Write for Literature—Demonstration

Write for descriptive literature. Our salesman will gladly call on you, without obligation, and explain how the "Jay Bee" will make you real money. Sizes and styles to meet every grinding requirement.

"The Standard of Comparison"

Manufactured by the Bossert Corp., Utica, N. Y., the world's largest manufacturer of hammer feed mills.

J. B. SEDBERRY, Inc.

132 Hickory St.

Utica, N. Y.

J. B. SEDBERRY CO.

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446 Live Stock Exchange Bldg., Kansas, City, Mo.
311-312 Terminal Warehouse Bldg., Omaha, Neb.



Gruendler America's Leading Hammer Mill

The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest **GRUENDLER** Feed Mill

Gruendler Patent Crusher & Pulverizer Co.

1103 Landreth Bldg.

St. Louis, Mo.

H. Louis Silver, 951 E. 54th St., Indianapolis, Ind.,
District Representative Indiana, Illinois, Michigan
Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio
Port Huron Machinery Co., Des Moines, Iowa

Finishes Ear Corn or Grain in One Operation

One of the chief reasons why the new "730" is the ideal grinder for elevator and custom work is that it grinds anything which makes feed and finishes in one operation. Grinds ear corn for dairy feed without aid of a corn crusher and with the fine screen inserted grinds oats to almost flour. Other features include patented metal and gravel trap, twice as many hammers, adjustments to overcome wear and air handling and sacking. The biggest feed grinder value ever offered. Ten sizes for belt or direct motor drive.

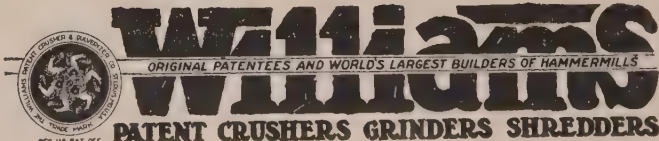
Williams Patent Crusher & Pulverizer Co.

721 Montgomery St.
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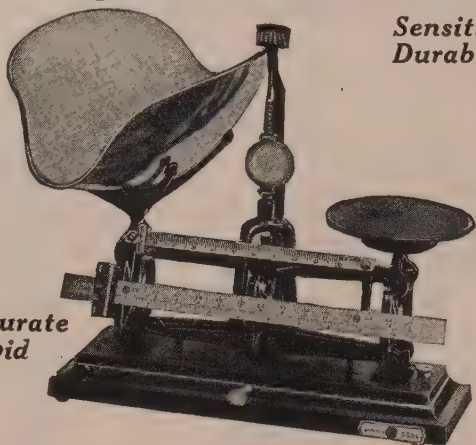
New York
15 Park Row

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Grain Grading Scale

Designed in accordance with the suggestions of and supplied to the U. S. Department of Agriculture, Grain Trade, etc.



*Sensitive
Durable*

*Accurate
Rapid*

No. 6200

For Quick and Accurate Determinations of Wheat Grain, Oats, Rye, Etc., Etc.

1. Test Weight per Bushel
2. Dockage
3. Weight for Moisture Test
4. Damaged Kernels

THE TORSION BALANCE CO.

New York Chicago San Francisco
92 Reade St. 228 N. La Salle St. 49 California St.



We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

Write us for particulars

Cyclone Blow Pipe Co.

2542-52 W. 21st St. Chicago, Ill.

Armour Grain Co
Chicago
Northrup-King C
Minneapolis
Quaker Oats Co
Plants
B. & O. Elevator
Baltimore
J. C. Hunt Grain Co.
Wichita Falls, Tex.
Santa Fe Elevators
Kansas City, Mo.



SUPERIOR ELEVATOR CUPS

FOR

CAPACITY — FLEXIBILITY — SERVICE

PERFECT PICK UP AND DISCHARGE

At Low or High Speeds

GUARANTEED

to give at least 20% greater capacity than any other cup on the market without changing a thing on the elevator but the cups.

Write for free sample, and full information.

K.I. Willis Corporation

MOLINE, ILLINOIS

Clow-Winter Manufacturing Co.

Minneapolis, Minn.

Air Dumps — Head Drives — Distributors — Air Car Pullers

GRAIN ELEVATOR BUILDERS

A. F. ROBERTS
ERECTS
FURNISHES

Elevators
Corn Mills
Warehouses
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Estimates
Machinery

SABETHA,

KANSAS

GRAIN and COAL ELEVATORS

T. E. IBBERSON CO.

CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER
CONSTRUCTION CO.

North Platte, Nebr.

Plans and Specifications Furnished

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

BIRCHARD
Construction Co.

Architects and Contractors
Grain Elevators—Mills

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GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

This space is yours

If you are the first to apply for it.

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

*"If Better Elevators are Built
They will STILL be Youngloves"*

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

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DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
Randolph Grain Driers
THIS DISTINGUISHES THE BEST FROM THE REST

Recent Terminal Installations

Russian Government (16 driers).....Moscow
Washburn Crosby Co.....Buffalo
Seneca Elevator Corp.....Buffalo
Early & Daniels Co.....Indianapolis
Fostoria Storage & Trans. Elev., Fostoria, Ohio
Capitol Elevator Co.....Duluth, Minn.
Reliance Terminal Elevator...Fort William, Ont.
Consolidated Elevator Co....Fort William, Ont.
Northwestern Elevator.....Fort William, Ont.
Northland Elevator.....Fort William, Ont.
N. M. Paterson Co.....Fort William, Ont.
Grand Trunk Pacific Elevator, Fort William, Ont.

Write or wire for catalogue

O. W. Randolph Company
TOLEDO, OHIO, U. S. A.



1000 bu. per hr. Direct
Heat Drier in Tank



Robin Hood Mills

Mill and Elevator
Saskatoon, Sask.

Now Under Construction by

McKENZIE-HAGUE COMPANY
MINNEAPOLIS and SASKATOON

Phone or Drop a Line

To Federal Engineering Co.,
of Topeka, Kansas, if you
need a new elevator, old one
repaired or machinery in-
stalled.

"They Build the Best"

Weller Metal Pdts. Co.

Chicago Office Factory
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SHEET METAL WORK
Grain Elevators a Specialty

E. H. CRAMER

Hampton, Nebraska
Designer and Builder of
Grain Elevators

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

J. E. STEVENS

53 Devonshire St. Boston, Mass.
Designer and Builder of
Modern Grain Elevators

Upon readers patronage of its
advertisers depends the success of
the *Grain Dealers Journal* work.
Will you mention it?

The Star Engineering Company

Specialists in

Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durabil-
ity and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.
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Designers and Builders

Modern Mills, Elevators
and Industrial Plants
SPRINGFIELD, MO.

DESIGNERS

of Grain Elevators, Flour Mills
*Feed Mills, Warehouses
and Industrial Buildings*

HORNER and WYATT
Board of Trade Bldg. Kansas City, Mo.
It Pays to Plan Before You Build

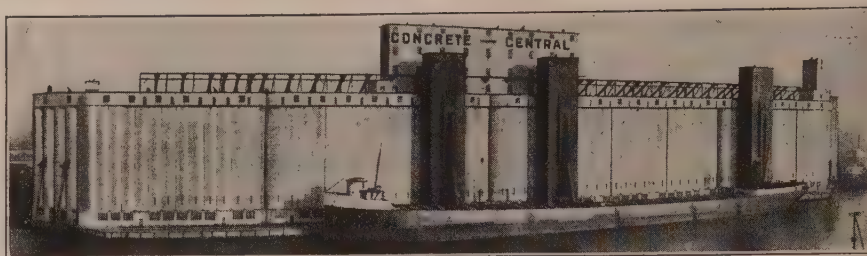
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Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

Operated by
The Eastern Grain,
Mill and Elevator
Corporation

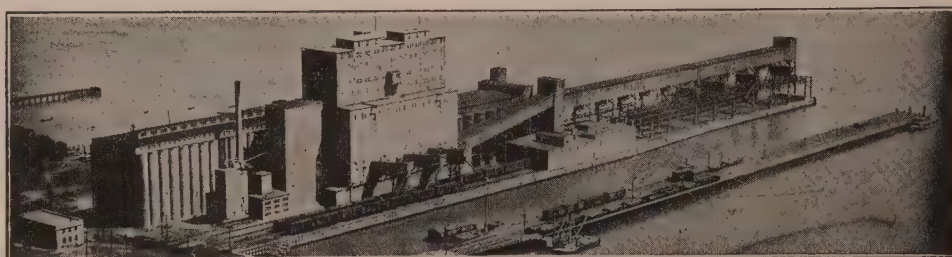


Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

Pennsylvania R. R. Elevator, Baltimore *The Most Modern Elevator in the World*

Designed and Constructed by

James Stewart and Company, Inc.

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of
Several Elevators
Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator
The Jas. Richardson & Sons Elev.
The Northwestern Elevator
The Great Lakes Elevator

Port Arthur
Port Arthur
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Owen Sound

**THE BARNETT-McQUEEN
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



3,000,000 Bushel Grain Elevator
for

A. E. Staley Mfg. Co.
Decatur, Illinois

DESIGNED AND BUILT BY

Folwell-Ahlskog Company
Engineers and Constructors

323 N. Michigan Ave.

Chicago, Ill.



Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

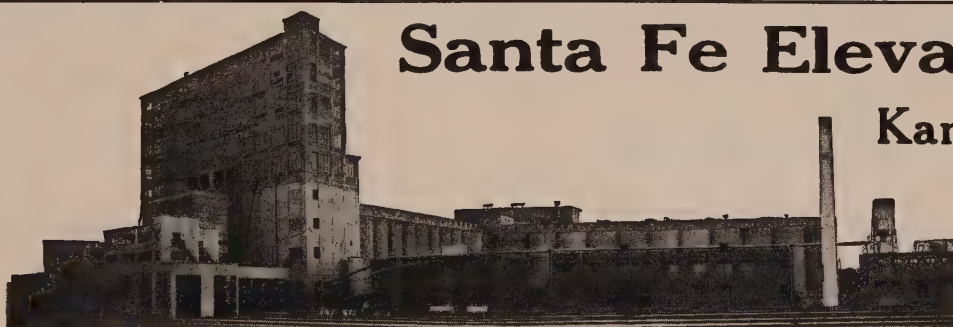
Fort William, Ont.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels



John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

434 St. Francois Xavier St., Montreal

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The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

The Most Rapid Grain Handling
Plant in the World

Constructed by

THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

The Long Bldg.
Postal Tel. Bldg.

Baltimore, Md.
Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

SOUTHERN MICHIGAN—Grain Elevator, coal, feed business; good territory; reasonable. Write 59N8, Grain Dealers Journal, Chicago, Ill.

OHIO—Modernly equipped elevator in excellent condition, doing fine business. Good reason for selling. Address 59U6, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—Up-to-date elevator, 25,000 bus. capacity, flour and feed house for sale. Recently painted. Priced low for quick sale. Mary Hauterbrook, 1272 Walnut St., Green Bay, Wis.

NEBRASKA—Modern grain elevator for sale; 20,000 bushel capacity. Live town of 2,000 in West Central part of state, one other elevator. Good crops. Address 59S2, Grain Dealers Journal, Chicago, Ill.

INDIANA—Grain elevator, 18,000 bushels capacity, well located, good business, no competition, coal and feed business in connection. Priced to sell. Address 59U22 Grain Dealers Journal, Chicago, Ill.

MICHIGAN—Grain elevator for sale; electrically equipped; in an exceptional grain territory with coal, flour, feed and seed business. Doing fine business and reasonably priced. Address 59S1, Grain Dealers Journal, Chicago, Ill.

S. E. NEBRASKA—Modern grain elevator for sale; 18,000 bushel capacity; good grain station taking good margins. Finest corn crop in years about to be harvested. Price very reasonable for quick sale. Address 59S5, Grain Dealers Journal, Chicago, Illinois.

N. E. KANSAS—Elevator, 10,000 bushel capacity with good seven-room house for sale. On private ground, in good town, in corn belt. A bumper crop in sight now; will sell cheap on account of poor health. Address 59S7, Grain Dealers Journal, Chicago, Illinois.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

OHIO—Grain elevator, 8,000 bushels capacity; feed grinder and storage capacity for 10 cars. We sell coal, cement, drain tile, wire fence and fence posts.

All buildings and equipment in good condition and comparatively new. A good proposition to the right man. Located on private land and along the NYC Ry. tracks in Licking County. For further information address

Croton Elevator Company,
Croton, Ohio.

INDIANA—14,000 bu. elevator for sale, frame building, located on side track of CCC & St. L. RR., can ship over Monon or Big Four, ground lease only \$75.00 per year. Side lines of feed and implements, can put in coal yards if wanted; electricity, new hammer mill, 15 ton truck scales, 35 HP. engine, 60 HP. boiler, all other machinery in good condition. Will invoice merchandise and move what isn't wanted to my other elevator. Will sell at a bargain if taken at once. Can't take care of both places. \$5,200 will buy elevator and machinery. Write or call Milton Brown Realty Co., Greencastle, Ind.

ELEVATORS FOR SALE.

IOWA—25,000 bu. cribbed grain elevator, feed mill and coal bins for sale. Good condition; excellent territory. Address 58H4, Grain Dealers Journal, Chicago, Ill.

IOWA—Two good elevators in best part corn belt. Will handle 300,000 bu. or more a year. Priced right for cash buyer. Further particulars address 59U3, Grain Dealers Journal, Chicago, Ill.

OHIO—Electrically equipped 10,000 bu. elevator, chop mill and coal yard for sale in good dairy and wheat section; close to good markets, best shipping facilities; private grounds. Priced to sell quickly. Write 59U17, Grain Dealers Journal, Chicago, Ill.

NORTHERN INDIANA—10,000 bu. cap. elevator, electric power, located in a fine grain territory, doing a very fine feed, seed, coal and feed grinding business. This is a money maker. Priced right for quick sale. Address 59U18, Grain Dealers Journal, Chicago, Ill.

EASTERN OKLAHOMA—Elevator, elevator storage, flour house, hay barn, coal storage and residence for sale. All adjacent. Largest corn crop to be moved for years. Located in richest agricultural section in Eastern Oklahoma. Address P. O. Box 128, Haskell, Oklahoma.

OHIO—8,000 bus. capacity, large feed grinder. Large retail trade on coal and feed. On private grounds with private switch in one of the best farming sections in the state. Excellent prospects for a corn crop. Priced to sell. Write 59T12 Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN OHIO—Two Modern Country Grain Elevators doing good business shipping corn, oats, wheat, hay and straw, selling coal and feed, etc. Excellent farming territory; good location; good railroads and good schools. Priced right for quick sale. Write Pollock Grain Co., Middle Point, Ohio.

IOWA—Mill and elevator in Council Bluffs, section town of 1,000; same owner for 25 years—has a fine set of buildings including mill, elevator for 25,000 bushels, coal sheds, feed mill, etc. Average business is \$100,000 annually; owner has been injured, and is selling at one-half its real value. F. W. Lotshaw, 326 Hamm Bldg., St. Paul, Minn.

CENTRAL ILLINOIS—Modern 60,000 bu. elevator, electric power, 3 dumps, 2 big legs, hopper scales, gravity load, on trunk line, everything first class, nice office and feed room. Good town with splendid schools, churches, water works. Large territory. On paved highway. Ideal location. A bargain. Good competition. C. A. Burks, 716 W. William, Decatur, Ill.

FOR EXCHANGE.

FOR SALE OR TRADE—320½ acres of Montana land clear of debt for elevator in Nebraska. R. A. Maarsingh, Lanesboro, Iowa.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

ELEVATORS WANTED

WANTED—Grain elevator close to city. Active sidelines. W. W. Reichard, Urbana, Ill.

WANTED—Elevator in Northern Ind., Southern Mich., or Northwestern Ohio in exchange for A-1 modern bungalow. F. Bevington, Shippshewana, Ind.

BUSINESS OPPORTUNITIES.

IOWA—Site of Farmer's Elevator Company at Elkhart for sale; also good double crib of 9,000 bushels capacity. If interested write or call Geo. B. Volz, Secy., Elkhart, Iowa.

MICHIGAN—Flour milling and feed grinding. Located town 1,000, no competition, 4-story building and complete equipment \$26,000. Stock invoice about \$3,000. One-half cash. Midland Commercial Brokers, Danville, Ill.

ILLINOIS—30 miles west of Chicago, coal, feed, oil, flour and grocery business; excellent business established in coal; 1926 sales \$52,000 also two residences. Address 59P2, Grain Dealers Journal, Chicago, Ill.

FOR QUICK SALE—Owner no miller; will sell 40 bbl. "Midget" mill, 16" Unique Attrition mill, corn crusher, 6 houses (48 rooms), large mill building, 2 barns, 185 acres land by road 40 miles from New York. Very reasonable. Quick buyer gets horses, cows, chickens free. Myer Smith, R. 2, Jamesburg, N. J.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

PARTNER WANTED

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

SITUATION WANTED.

POSITION WANTED as manager of elevator, farmers or line Co. 18 years' experience; age 38. Address Fred F. Current, Hindsboro, Ill.

POSITION WANTED—20 years' experience in grain business in Illinois, thoroughly capable of handling several elevators. References from country grain men and receivers. Age 40. Ready about Nov: 15th. Address 59U5, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of farmers or line elevator. Would prefer a place where business is done on a strictly cash basis. It is being done with great success. Age 32. Five years' experience. Good references. Address 59T6 Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by hard working man having had 22 years' experience handling grain and all side lines. Have been a large grain handler and manufacturer of feeds and have handled Chicago options. Experienced in book-keeping, making trial balances, etc. Would like to sell out my business and connect with some firm in which I can have an interest and work on a salary. Address 59U8, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—A man to purchase one-half interest in good grain elevator and manage same. Located in good farming community, one competitor, station handles half million bushels yearly. Splendid opportunity for some one. Address 59U19, Grain Dealers Journal, Chicago.

WANTED—Experienced salesman, of good standing to take exclusive territory, for most practical and successful Grain Conditioner which cleans, cools, dries and conditions grain in one process, sold for a reasonable price to country elevator trade, good commission. Wonder Grain Cleaner Co., Menno, South Dakota.

SCALES FOR SALE.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Five 1600-bus. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. Blue Valley Structural Steel Co., 7505 Independence Ave., Kansas City, Mo.

SCALES WANTED.

WANTED—An automatic scale in first class condition. W. F. Starz & Co., Fowler, Ind.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

Clark's Double Indexed Car Register

for car lot dealers

Is an index by digits designed to afford ready reference to the records of any car number. Facing pages 11x15 1/2" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1 1/2 lbs.

Form 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight 2 1/2 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50 1/2 cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

Shipping Notices Duplicating: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5 1/2 x 8 1/2 inches. Order Form 3SN. Price 75c. Weight 8 ounces.

Confirmation Blanks, Triplicating, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of dual faced carbon, size 5 1/2 x 8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5 1/2 x 8 1/2 inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

Clark's Double Indexed Car Register gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, \$2.50. Form 42, with space for 21,600 cars, \$3.25.

GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

When In Minneapolis
Stay At

The NEW NICOLLET HOTEL

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.
Every room an outside room.
Largest and Finest Ballroom
in Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management
W. B. Clark

Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60, 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5 1/2 x 10 1/2 inches. Price 65 cents, postage 4 cts

GRAIN DEALERS JOURNAL

305 So. La Salle St. CHICAGO, ILL.

Rio, Wis.—The information in the Journal is of great value.—Rio Co-operative Produce Co.

MACHINES FOR SALE.

FOR SALE—50-h.p. boiler, 25-h.p. engine. In good repair. Hugh McCorkle, Flora, Ind.

FOR SALE—J-B grinder; 40 hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

FOR SALE—Hess moisture tester, Torsion scale and 600 lb. platform scale. All in good condition. Will sell very reasonably. Address Lock Box 117, Wall Lake, Iowa.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

FOR SALE—Warner belt driven elevator, 4000 lb. capacity, 65 foot lift. In first class condition. Can be seen running. Price cheap. Crabbs Reynolds Taylor Company, Crawfordsville, Ind.

FOR SALE—One 60 bus. capacity hopper bean scale. 40 feet of elevator leg complete with belt and 7x5 cups, also head and boot. One grain and bean distributor. Will sell cheap. Yale Elevator Co., Yale, Mich.

FOR SALE—Lehigh corn dryer, capacity 350 bus. per hour. This dryer was installed in concrete building and is in perfect condition. Never been in use. Can be bought very reasonable. Farmers Grain Co., Larchwood, Iowa.

SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.

FOR SALE—One steel elevator leg, manufactured by the Weller Manufacturing Company, size 12"x24", approximately 130-foot centers, excellent condition. Wire or write for lowest quotation. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. 1 double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

MACHINERY BARGAINS

No. 4 J. B. Hammer Mills; 1 Hughes Hammer Mill; 24" Monarch direct connected attrition mill; 24" Bauer Bros. single head motor driven mill; 20" Munson Attrition Mill; 24" Drednaught motor driven mill; 20" Monarch belt driven mill; 18" & 20" Drednaught mills; 1 Hess No. 3 grain dryer; 1 Huhn Dryer; 1 Cutler Dryer; 1—500 Gardner Mixer; 1,000 lb. Hughes Vertical Mixer; 1 Munson Mixer, 1 ton size; 1—25 bbl. Midget Marvel Mill; Bowsher mills; Hutcheson Corn Sheller; Western Corn Sheller; corn crackers; corn graders; corn meal bolters; No. 35 Western Corn Cleaner; 1 ball-bearing Clipper Bean Cleaner, No. 99; 3 bu. Automatic Bagging Scale; Hopper Scales, 1 new coal unloader; 1 bag piler. Elevators, pulleys, shafting hangers. We have everything for the mill or elevator. Roll grinding a specialty. Write your wants. A. D. Hughes Co., Wayland, Mich.

MACHINES FOR SALE.

FOR SALE—Two pair high 9x18-in. Wolf Chop Roll in first-class condition. Holyrood Flour Mills, Holyrood, Kansas.

FOR SALE—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

GRAIN DRIERS for sale, Hess & Ellis. Address J. M. Allen, 149 So. Main St., Decatur, Ill. Will lease 30,000 bu. house with Hess Drier.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

MACHINES WANTED.

WANT Quotation delivered on one ton batch feed mixer. Give full description, price, first letter. Geo. O'Dwyer, Inc., St. Maries, Idaho.

ENGINES FOR SALE

LATE TYPE OIL ENGINE BARGAINS.
4—25 hp., 2—75 hp., 2—50 hp., 1—100 hp., 1—150 hp. Fairbanks-Morse Type Y, Style V.
1—75 hp., 3 cylinder vertical Busch-Sulzer.
1—70 hp., 1—100 hp. Muncie Horizontal, Type C. All first-class. Priced right.
Mid-Continent Equipment & Machinery Co.,
222 No. 4th St., St. Louis, Mo.

FOR SALE

1—100 hp. Lazier oil engine (new).
1—150 hp. Lazier oil engine (rebuilt).
10 and 12 hp. oil engines rebuilt.
1—25 hp. Acme full Diesel oil engine same as new.
1—60 hp. Twin-cylinder St. Mary's Diesel oil eng.
1—30 hp. Single-cyl. St. Mary's Diesel oil eng.
All kinds of gas, gasoline and oil engines. Thoroughly rebuilt, guaranteed as good as new; painted and finished, guaranteed in appearance and service, same as new. Also a number of new oil engines that we can make unusually low price on. Write us your requirements. National Sales-Repair Co., St. Mary's, Ohio.

MOTORS FOR SALE.

WAGNER Motor, 15 hp., complete, in A-1 condition, \$150.00 if taken soon. Address Rockwell City Elevator Co., Rockwell City, Iowa.

FOR SALE—Robbin & Meyers 20-h.p. motor, 3-phase, 220-volt, 60-cycle, 1150-r.p.m. Outfit complete, with Westinghouse starter, fuse boxes & meter. Priced right. Address Linkhart Elevator Co., Sabina, Ohio.

MOTOR WANTED.

USED MOTORS WANTED

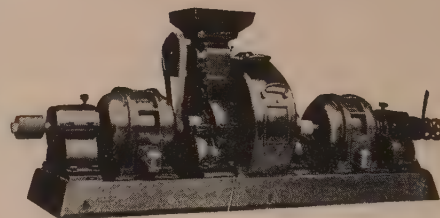
40 or 50-h.p., 3-phase, 25-cycle
40 or 50-h.p., 3-phase, 60-cycle
25-h.p., single phase.
40 or 50-h.p., single phase.
The Sidney Grain Machinery Co.,
Sidney, Ohio.

MISCELLANEOUS.

CIRCULAR CAST iron stairs for sale, 64" high; 2' 3" wide; manufactured for flour mill; price \$400.00. Write for sketch. 7505 Independence Ave., Kansas City, Mo.

SEEDS FOR SALE

FOR SALE — Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.



The Calculating Operators will analyze the merits of these sterling feed grinders before placing their requirements.

Diamond Huller Company

WINONA MINNESOTA

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

SEEDS FOR SALE—WANTED

SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.

Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.



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FARGO, NORTH DAKOTA



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Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds Sudan Grass, Soy Beans, Cow Peas
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CLOVERS—TIMOTHY
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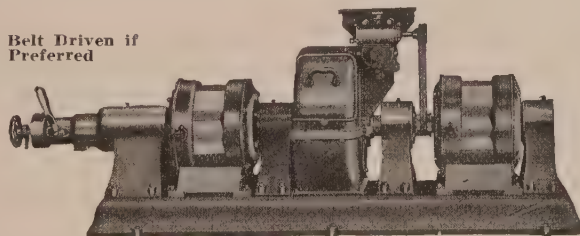
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It is ready for you. A booklet packed full of detailed information about the Monarch Ball Bearing Attrition Mill. Every feature, every detail you should know before buying a feed grinder is fully explained. If you have not yet sent for it; do it now. It will show you the way to better feed grinding.

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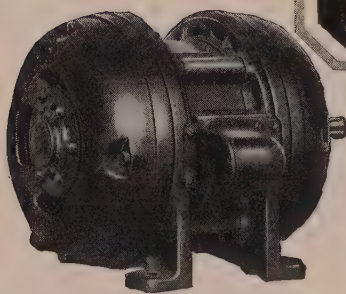
Muncy, Pa.

Kansas City Office
612 New England Bldg.

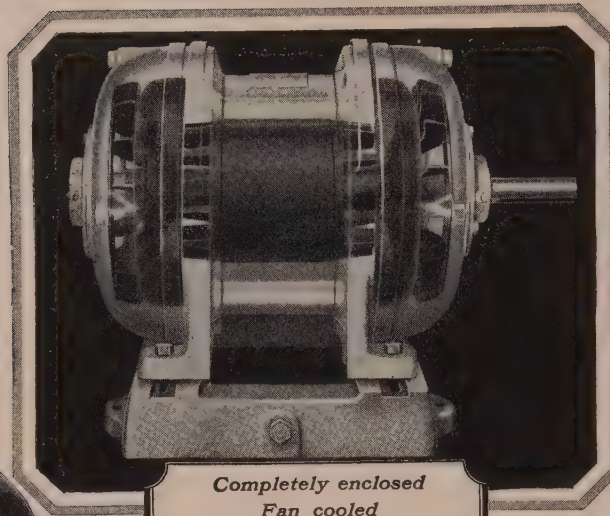
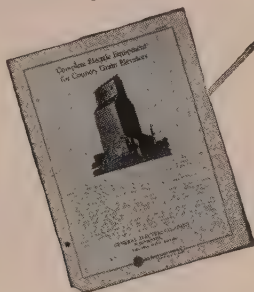
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Completely enclosed
Fan cooled
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CR-7006-D20—very
good magnetic control-
ler for your air-com-
pressor, cleaner, and
head shaft motors.

A Safer Motor for your grain elevator

Here is a safer motor than you have previously been able to buy. It is totally enclosed. Two interior fans draw air into the motor, pass it over copper diaphragms (which give up the heat from the windings without letting the air get into the windings) then shoot it out over the exterior of the motor—which prevents dust from settling on it.

This motor requires no pipes. Its light weight will surprise you. Its adjustable base allows easy mounting on floor, wall, or ceiling. Its rotor revolves in heavy-duty, grease-packed ball bearings. Like all G-E products it is unusually reliable. All this means that you can mount it in out-of-the-way places and leave it unattended for long periods.

But the motors are only half the story. Use G-E magnetic control. Place this control in your office or old engine room or in a dust-tight steel cabinet on the work floor. Then operate this control by G-E push buttons mounted on or near the machinery.

Write to your nearest G-E office for booklet and complete information.

Apply the proper G-E motor and the correct G-E controller to a specific task, following the recommendations of G-E specialists in electric drive, and you have G-E Motorized Power. Built in or otherwise connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.



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GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN PRINCIPAL CITIES

GRAIN DEALERS' JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, OCTOBER 10, 1927

DID YOU ever ask a voluble champion of higher prices, "How much have you to sell?"

DRIERS are being installed by many country grain elevator operators, who expect to handle new corn at a profit.

DON'T FORGET this is Fire Prevention Week. A careful inspection of all the journal boxes each night before you go home may save the plant.

OVERBIDDING the market never results in profits for the offender, but generally wipes out the profits of the over-anxious bidder and his competitors.

THE EXPLOSION of dust in a North Dakota elevator reported in this number will help to remind elevator operators that explosions of grain dust do not occur in clean elevators.

WINDSTORMS have damaged so many grain elevators this year, every cautious owner is investing in cyclone insurance. It is so inexpensive none can afford to be without it.

FREIGHT RATES will be advanced again if the western railroads grant the demands of the locomotive firemen, hostlers and hostlers' helpers, who are asking among other things for a dollar a day increase in their wages. Whenever grain shippers come together they should protest vigorously against any more increases in the rates on grain and induce their farmer patrons to do likewise. The business agents of the unions must keep the wage question stirred up in order to retain the interest and support of members.

WHEN the volume of pool grain shrinks as did the South Dakota Wheat Growers Ass'n from 2,100,000 bus. in 1925-26, to only 123,210 bus. in 1926-27, it would be interesting to know how much was the increase in the handling expense per bushel on the smaller amount due to irreducible overhead cost of maintaining the pool organization.

POOR MIXING of copper carbonate powder with smutty seed wheat does not reduce the smut in the following crop. Careful investigations of failures complained of show that failures are due to the poor mixing. Wherever the grain is thoroly mixed with copper carbonate before planting the seed produces a crop of smut free grain.

WATER in elevator boots and dump pits always makes a world of trouble and expense for the elevator operator, so it is but natural that all sufferers should seek earnestly for permanent relief. Some builders are putting in concrete pits and basements which are free from water and all prospective improvers should be able to profit by their experience.

BUYING wheat on weight, moisture and protein tests is recommended to all buyers by the Pennsylvania Millers' Ass'n in a resolution adopted at its recent meeting, the purpose being to give merited encouragement to the farmer who brings clean wheat of high quality to market. Sharper discrimination against low grade stuff would surely help the elevator operator.

STARTING a leg when it is choked is sure to end disastrously. An elevator helper at Marion, Ohio, started a leg recently in the absence of the foreman and shortly thereafter part of the burning belt fell at his feet. The loss was not large, but the firm might have been put out of business, all because the foreman neglected to advise his helper that the leg was choked.

GRAIN SHIPPERS who tack weight cards inside each load as recommended by Mr. Quist at the Omaha meeting of Terminal Weighmasters will help weighmen at destination to discover discrepancies in weights and to check condition of car and weight of grain before the shipment has lost its identity. It encourages more care and vigilance against losses by all handlers of such shipment.

THE INJUNCTION restraining the Federal Trade Commission from investigating the private records of the millers should help to place a permanent check on this meddlesome body. So far the Commission has done nothing for the benefit of the people or to the credit of the Government. Its abolition would bring no regrets to the progressive members of any trade or any loss to the Government.

INSURANCE of outturn weights in shipments of grain by lake vessels according to the address of Wisconsin's State Weighmaster is responsible for careless handling by vesselmen and an increase of 100 per cent in the average shrinkage in each shipment as compared with losses incurred prior to 1916 when the vesselmen were held responsible for the delivery of the full amount entrusted to them for transportation.

GARNERS are responsible for many shortages because they become choked or the grain does not readily flow out of them. Read the experiences of C. A. King before the Weighmasters at Omaha, then watch your garners even tho you must fill them with windows.

DISTRICT meetings of several state ass'ns are helping to secure the establishment of friendly relations among competitors and the adoption of better business methods. Recalcitrant dealers pay more for the privilege of staying at home than it would cost to attend a dozen meetings.

PUTTING on a belt while the machinery is running is extremely hazardous as was learned recently by a Nebraska operator whose injuries are related in our news columns this number. Kicking off a belt has saved some time for rushed workers but wasted many good limbs.

HERE IS a bright and shining example of foresight and enterprise for you. When the early movement of wheat to Chappell, Nebr., was expedited by the introduction of combines and the employment of many foreign owned trucks, the elevator manager chartered a Fordson tractor to serve as switch engine, with the result that he was able to receive 700 wagon loads and load out 23 large capacity cars between 6:30 A. M. and 8:00 P. M. and was ready to beat that record the next day.

CONTROL of Canadian wheat going to the Continent of Europe as suggested by the Belgian Council at Quebec is too ambitious a scheme ever to be successful. During the time that the Canadian Wheat Pool has been trying to take the wheat business away from the members of the Winnipeg Grain Exchange memberships in that organization have advanced in price from \$6,000 to \$10,000 each. All such schemes of control shrivel into nothingness under the hot sun of pitiless publicity.

COUNTRY grain shippers have one advantage that has come to them unsolicited, in that their shipments are esteemed more highly by interior buyers than grain originating at terminal points. In a recent arbitration it was held properly, and in accord with legal decisions, that on a contract calling for "Country No. 2 yellow corn" the seller could not tender a shipment out of Indianapolis. The capital of the Hoosier state may have been a country point 75 years ago, but it is now one of the great grain distributing markets of the central states.

LOADING a 100,000 capacity car with 40,000 lbs. of sacked oats has given a Texas receiver much trouble on account of apparent failure to comply with tariff rules governing minimum weights. To obviate all trouble the shipper will greatly assist the receiver or buyer by having indorsed on the B/L the capacity of car ordered. When a 40,000 capacity is ordered and the carrier for reasons of its own chooses to furnish a larger one the railroad company has to bear the loss, according to tariff, but not unless it is clearly shown the smaller car was ORDERED. The time to prove this is at time of shipment, by proper indorsement on the B/L.

GARLIC is making so much trouble for the millers of Southern Indiana they are now conducting an active campaign against the pest. Grain dealers can help to improve the quality of the wheat grown in their sections by calling growers' attention to the garlic and discounting heavily for it. Buyers who accept garlicky wheat at the market discourage farmers making any effort to eradicate the pest.

Chicago Grain Market Review on the Air.

Twice daily beginning this October a review of the day's grain market news has been broadcasted from Station WLS at 10:30 and 12:30 a. m. by Fred A. Record, speaking in the smoking room of the Chicago Board of Trade.

Here in sight of the blackboards posting the quotations of all outside markets as continuously received by fast wire, and in possession of all other data coming to the nerve center of the grain business Mr. Record keeps his auditors in touch with the current events of the day. When required for an intelligent understanding of the day's fluctuations Mr. Record quotes special crop reports, estimates, statistics and the primary receipts, all this without expressing an opinion that might affect his hearers' judgment.

This broadcast twice a day gives the man in the country who is in the market the general news affecting prices, possibly 12 to 24 hours before he would get the same news thru the daily paper.

To speak his little piece of about 600 words, perhaps more at 12:30, takes 5 or 10 minutes. It is an additional service, no change being made in sending out the quotations of the grain markets every half hour by WLS.

Credit for this innovation is due to Mr. Petty, director of the farm program of WLS, who made the request of Horace L. Wing, chairman of the radio com'tee of the Chicago Board of Trade, whose choice of a broadcaster rested easily upon Mr. Record, qualified as he is by a pleasing personality and long experience as a market writer to give the trade the news of the day.

The average wholesale price of all raw materials is now 25% above prewar prices; the average wholesale price of all commodities is now 44% above prewar prices, and the average retail price is now 71% above prewar basis. Is there anything wrong with this price ratio? It is quite evident that selling cost in a retail way must be entirely too high. The answer is that between the producer and the consumer stands the tax collector for the federal, state, county and city governments. Tax revenues have been swollen beyond all reason to pay for good roads, improvements and the war. This enormous tax burden presses down the price paid the producer and forces up the cost to the consumer.

Cutting Elevation Allowance Is Unlawful.

The U. S. Circuit Court of Appeals on July 5, 1927, affirmed the decision of the district court of the western district of New York against Spencer Kellogg & Son, Inc., of Buffalo, N. Y., convicted of giving a rebate in interstate commerce.

Kellogg & Sons owned and operated a grain elevator, and were paid 1 cent per bushel by the railroad company for elevating grain from lake boats and loading it into cars, this 1 cent being included by the carrier in the total charge to be paid by the shipper for transportation from the hold of the vessel to the seaboard.

As an inducement to shippers or consignees to route grain thru their house Kellogg & Sons refunded to shippers thru their brokers at New York ½ cent per bushel.

The court said: As section 1 of the Elkins Act reads, anything done or omitted to be done by a carrier, which, if done or omitted to be done by any person acting for or employed by such carrier, would constitute a misdemeanor under the act, is also held to be a misdemeanor committed by such carrier, and, upon conviction thereof, punishment therefor is inflicted as prescribed. It declares it to be unlawful for any person or corporation to offer, grant, or give any rebate, concession, or discrimination in respect to the transportation of any property in interstate or foreign commerce, whereby any such property shall be, by any device whatever, transported at a rate less than that named in the tariffs. Its broad and sweeping language is a clear expression of the intentment of Congress to make the purpose of the act applicable to any person or corporation who might be in a position to commit an act which would accomplish the forbidden result, namely, the transportation of property at less rates than those named in the tariffs published by the carriers. The penalty is inflicted for the purpose of punishing all those who do acts declared to be unlawful and is directed to and includes the person or corporation whose acts result in the transportation of the property at less than tariff rates.

The plaintiff sued the carrier named in the indictment (Kellogg & Sons v. D. L. & W. Co., 204 App. Div. 243, 197 N. Y. S. 380) for 1 cent per bushel, which the railroad company refused to pay, because the plaintiff in error had agreed to pay the rebates here in question, and it was contended that, if it did so, it would subject itself to punishment under the Elkins Act. The civil liability there imposed by that decision did not determine the criminal responsibility which is here found by this verdict of guilty.

The penalty is imposed here, not because it was acting for the carrier, but because it performed a service of transportation, and gave a rebate to its shipper or consignee from the compensation received for that part which it performed.—20 Fed. (2d) 459.

While this decision protects the elevator owners and the railroad companies it does not give free play to competition, which is the life of trade.

The decision may be criticised for false application of the law against discrimination. The law is directed against such rebating as discriminates and is not properly applicable to Kellogg & Sons as long as the firm offered the same reduced rate to all comers. In fact the decision of the court perpetuates the discrimination between western shippers who own elevators at Buffalo and those who do not. The great number of western shippers who do not own an elevator at Buffalo will continue to pay 1 cent, while the few having an elevator

will get the rebate of ½ cent or whatever the difference is between the allowance and the actual cost of performing the service.

If the tariffs of the carriers were changed to read that the carriers would pay the actual charge by the elevator for elevation, but not to exceed 1 cent per bushel, the carriers would be fully protected, as they would be required to pay Kellogg & Sons only ½ cent; the movement of grain thru Buffalo would be stimulated to the extent of the ½ cent reduction and western shippers not having elevators at Buffalo could compete on the same basis as those who did.

It would be interesting to know whether the Supreme Court of the United States would approve a decision holding one who makes the same charge to all comers guilty of discrimination.

Contract of Board of Trade Warehouse Corporation.

[Concluded from page 413.]

The lessor hereby leases to the Warehouse Corporation bins No. in the elevator, situated at In connection therewith, the lessor leases to the Warehouse Corporation such of its machinery and appliances as may be necessary to load and unload grain into and out of the leased space, and the lessor agrees upon demand to furnish such power as may be necessary to operate such machinery and appliances.

This lease shall commence forthwith, and shall continue in effect for so long as the leased space, or any part thereof, is needed by the Warehouse Corporation for the public storage of grain. Whenever the leased space, or any part thereof, is no longer needed for that purpose, the space which is not needed may be returned to the lessor, and thereupon this lease shall be canceled as to the returned space.

Whenever the Warehouse Corporation finds it necessary to transfer grain in its custody from one bin to another for the purpose of its preservation, the lessor agrees to furnish accessible bins for that purpose, and to furnish the necessary machinery, appliances and power to enable the Warehouse Corporation to transfer such grain.

Difficulties are rapidly gathering in the workings of the Coffee Institute, the coffee pool of Sao Paulo state, Brazil. They have failed utterly to control supply and the coming harvest will total 24,000,000 bags.

Toledo, O.—Corn borer experts of the United States and Canada met here Sept. 21 to begin an inspection tour of borer infested areas in Ohio, Michigan and Canada. The first day was to be spent in visiting fields, plots and laboratories and witnessing demonstration of corn harvesting equipment in Ohio and Michigan. On the second day the delegates were to cross to Canada for a tour thru Kent and Essex counties. A general conference was to be held the third day at Detroit, where a report was to be given by the joint committee representing various governmental and commercial organizations which are co-operating in the campaign of corn borer eradication.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 17-19. Southern Mixed Feed Manufacturers' Ass'n Second Annual convention, Peabody Hotel, Memphis, in conjunction with the National Dairy Show Exposition and Tri-State Fair.

Oct. 25.—Ohio Grain Dealers Ass'n, Elks Club, Lima, O., 12 o'clock noon.

Nov. 15-17. Farmers Elevator Ass'n of Nebraska, and Farmers Managers Ass'n of Nebraska, Hotel Yancey, Grand Island, Nebr.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

SUCCESS in life consists in doing, each of us, what only we can do. When this is accomplished, sacrificing nothing of the elements of decency or kindness, retaining the love and respect of friends and gaining the gratitude of many a man whom we have helped by the way, then men reach the end of life with a supreme satisfaction of having done their duty. There have been doubts expressed in modern times as to whether life is worth living or not, but such doubts are never heard from the lips of men who have tried to be helpful to others as well as themselves in the struggle for existence.—Dr. James J. Walsh.

Contract of Board of Trade Warehouse Corporation

Pursuant to the agreement of Aug. 31 between the Board of Trade of Chicago and the 7 leading elevator companies the Board of Trade Warehouse Corporation has been chartered, and on Sept. 29 made application to the Illinois Commerce Commission for a license. The Commission also will fix the amount of the bond.

The 7 elevator companies who are parties to the contract control 18 elevators in the Chicago district. The general contract reads as follows:

This agreement made between the Board of Trade Warehouse Corporation, hereinafter called the Warehouse Corporation, and the undersigned who now operate or control grain elevators in the Chicago district, hereinafter collectively referred to as the Elevator Companies, witnesseth:

1. Prior Contract. The Warehouse Corporation was organized pursuant to a contract dated the 31st day of August, 1927, between the Board of Trade of the City of Chicago and the Elevator Companies, reference to which is hereby made. The present contract shall be construed in the light of the former contract.

2. Property Subject to Lease. All of the bins which are usable for the storage of grain, and which are situated in the several warehouses or elevators now operated by the Elevator Companies, and which are listed in the Organization Contract above mentioned, shall be subject to lease from time to time by the Warehouse Corporation in the manner and upon the terms hereinafter set forth.

3. Lease at Option of Lessor. Whenever any elevator company, which is a party to this contract, has grain which it desires to store in a public warehouse, such elevator company may tender to the Warehouse Corporation, in duplicate, a signed lease covering empty bins in its warehouse or elevator of sufficient capacity to store such grain, and thereupon the Warehouse Corporation shall execute the duplicate lease and return the same to the elevator company. Immediately thereafter, the Warehouse Corporation shall take possession of the bins covered by such lease, and shall operate such bins as a Class A public warehouse under the laws of Illinois. Thereupon, all grain tendered for storage to the Warehouse Corporation by the elevator company, shall be received and stored, and a receipt issued therefor, subject to the regular charges and conditions prescribed by the warehouse laws of Illinois, and the rules and regulations of the Board of Trade.

4. Lease at Option of Lessee. Whenever any person who is not a party to this contract, tenders grain for storage to the Warehouse Corporation, and the Warehouse Corporation has no available space wherein to store such grain, the Warehouse Corporation shall demand the necessary space from any elevator company which is a party to this contract, and which has empty space in its elevator which is available for the storage of grain. Upon such demand, such elevator company shall immediately lease to the Warehouse Corporation such bins in its warehouse as may be required, and thereupon the Warehouse Corporation shall take possession of such bins and operate the same as a Class A public warehouse under the laws of Illinois, and the rules and regulations of the Board. The form of lease to be executed pursuant to this and the preceding paragraph, is attached hereto, entitled "Lease."

5. Remedy for Breach. It is recognized that any breach by the Warehouse Corporation, or by any elevator company, of either of the two preceding paragraphs of this contract would result in injury which could not be adequately compensated by an award of damages. Hence, it is stipulated that the obligations imposed by these paragraphs may be enforced by the remedy of injunction, specific performance, or by such other equitable remedy as may be appropriate. Moreover, it is agreed that the failure of any elevator company to lease available space to the Warehouse Corporation pursuant to demand as herein provided, shall constitute dishonorable conduct within the meaning of Rule 142 of the Board of Trade of the City of Chicago.

6. Allocation of Space. It is contemplated that where space is demanded by the Warehouse Corporation under Clause 4 hereof, such demands shall be made upon the several elevator companies over an annual period approximately in proportion to their respective capacities. To enable the Warehouse Corporation to comply with this provision, the Elevator Companies shall keep the Warehouse Corporation advised from time to time as to the amount of vacant space in their respective elevators or warehouses. This clause, however, shall not be construed to restrict the right of the Ware-

house Corporation to demand any space which it may require for public purposes under Clause 4 of this contract, and which any elevator company may have available at the time such demand is made.

7. Rental. The amount payable by the Warehouse Corporation as annual rental for space which it leases in any particular elevator shall be determined as follows:

The elevator shall be credited with all storage and special charges received from the public by the Warehouse Corporation on account of grain stored by the public in such elevator. Such elevator shall then be charged with all amounts expended by the Warehouse Corporation for direct labor performed exclusively in and about that particular elevator. The elevator shall also be charged with all expenditures for direct materials exclusively used in and about that particular elevator. The elevator shall also be charged with all losses directly resulting from the operation of that particular elevator. The elevator shall also be charged with its proportionate share of the general overhead expense of the Warehouse Corporation, such share to be determined by dividing the gross rental payable to that particular elevator by the gross rental payable to all of the elevators which operate under this contract. The general overhead of the Warehouse Corporation shall include all expenses and operating losses not chargeable to particular elevators and shall also include a sum which, when added to the income received by the Warehouse Corporation upon its invested capital, will yield to the Warehouse Corporation a net annual profit of six percent upon its capital stock. The sum total of such charges shall be deducted from the amount credited to such elevator, and the difference shall be the annual rental payable by the Warehouse Corporation for space occupied in such elevator. If, however, the charges against a particular elevator exceed the amounts credited to such elevator, the difference shall be paid to the Warehouse Corporation by the proprietor of such elevator.

8. Payment of Rentals. All storage charges collected by the Warehouse Corporation shall first be applied to the payment of its operating expenses. After all such expenses have been paid, all excess funds in the treasury of the Warehouse Corporation (meaning all funds in excess of its capital and undivided profits) shall be paid over to the Elevator Companies as promptly and as frequently as may be possible, and applied toward the payment of rental due from the Warehouse Corporation to the Elevator Companies. At the beginning of each calendar year, the books of the Warehouse Corporation shall be audited by a public accountant in good standing, to be selected by the board of directors of the Board of Trade, to determine the rental due from the Warehouse Corporation to each of the Elevator Companies for the preceding year. If the audit discloses that any elevator company has received insufficient rental, the balance shall be payable forthwith. If the audit discloses that any elevator company has received an excessive rental, the excess shall be returned. The audit may be inspected at any reasonable time by any member of the Board of Trade.

9. Grain Out of Condition. (a) The Warehouse Corporation shall keep a registry book for the registration of the ownership of the warehouse receipts which it issues. Any person who owns a warehouse receipt issued by the Warehouse Corporation who fails to register his ownership in such registry book, shall not be entitled to the benefits of this paragraph.

(b) Any Elevator Company at any time may inspect the grain in store in bins which such Elevator Company has leased to the Warehouse Corporation, and which the Warehouse Corporation has in its possession. If any Elevator Company shall so request, and shall furnish empty space for the purpose, the grain in any bin shall be run to permit a thorough inspection. Moreover, the Warehouse Corporation shall take any lawful steps which may be requested at any time by any such Elevator Company for the preservation of the grain in store.

(c) Where an Elevator Company owns grain in a bin in its elevator leased and operated by the Warehouse Corporation, and there is in store, in the same elevator, grain of the same kind and grade belonging to others, and a part of such grain becomes or is about to become out of condition, the deteriorating grain shall be allocated as far as possible to the receipts held by the Elevator Company, leaving the undeteriorating grain to be delivered on the receipts held by others.

(d) Where grain in store becomes or is becoming out of condition, or where, in the judgment of any lessor Elevator Company, such grain is of doubtful keeping quality, and the

lessor Elevator Company has no receipts or insufficient receipts for grain of that kind and grade, the lessor Elevator Company shall notify the Warehouse Corporation that the grain in specified bins is deteriorating or doubtful, and thereupon the Warehouse Corporation shall notify the lessor Elevator Company of the name of the registered owner of the receipts upon which such grain would be deliverable. Thereupon the Warehouse Corporation shall advise the owner, or his agent, of the condition of the grain, and the lessor Elevator Company shall immediately offer to purchase such grain from the owner on the basis of the existing market for grain of the kind and grade called for by the receipts held by such owner. If the price offered is not satisfactory, a committee appointed by the president of the Board of Trade (at the request of such owner) shall procure other offers for such grain, and such offers shall be immediately reported to the owner or his agent. If the owner refuses to accept any of such offers, he shall have the two following business days to remove such grain from store, and if such grain is removed during that time, he shall receive grain of the kind and grade called for by his receipts. But if the owner refuses either to sell or remove such grain as above provided, any subsequent loss which results from the deterioration of such grain shall be borne by such owner, and the Warehouse Corporation shall take such steps as may be necessary to that end. Moreover, after the owner has been notified of the condition of the grain, and the lessor Elevator Company has offered to purchase the same as above provided, the receipts representing such grain shall not be deliverable on Board of Trade contracts.

(e) The provisions of this paragraph are intended to protect the public against loss on account of grain becoming out of condition from its own inherent qualities or from the effect of storage, and hence have no application where grain becomes out of condition on account of fire or other casualty.

10. Insurance and Repairs. Each of the Elevator companies, at its own expense, will keep its own elevators insured against fire and other casualties, and will keep its own elevators, together with the machinery and equipment therein, in a proper condition of repair, maintenance and usability. All bins leased to the Warehouse Corporation shall be in proper condition for the storage of grain.

11. Bonds and Indemnity. The Elevator Companies agree to execute such indemnity agreements as may be necessary to enable the Warehouse Corporation to procure such bonds as may be required by the state law, and the rules and regulations of the Board of Trade. The premiums payable for such bonds shall be deemed an operating expense of the Warehouse Corporation.

12. New Parties. Any elevator company which is not a party to this contract, but which has storage space suitable for the regular delivery of grain under the rules and regulations of the Board of Trade, may hereafter become a party to this contract with the consent of the Warehouse Corporation and the approval of the Board of Trade.

13. Duration of Contract. This contract shall remain in force indefinitely, provided that any elevator company upon six months' written notice to all of the other parties hereto may withdraw from such contract, and the Warehouse Corporation upon similar notice may terminate the contract as to any one or more of the Elevator Companies. Withdrawal by one or more of the Elevator Companies, or termination of the contract as to one or more of the Elevator Companies, shall leave the contract in effect as between the Warehouse Corporation and the remaining Elevator Companies.

14. Contract Binding on Successors. This agreement shall be binding upon the corporate parties hereto, and likewise upon their successors in interest, as well as their successors in title to the various elevator properties herein referred to.

Witness the corporate names and seals of the respective parties hereto affixed by their proper officers, this 12th day of September, 1927.

Board of Trade Warehouse Corporation, By James E. Bennett, President.

Rosenbaum Grain Corporation, By E. S. Rosenbaum, Vice President.

Stratton Grain Company, By H. G. Campbell, Secretary.

Rosenbaum Brothers, Incorporated, By E. L. Glaser.

Bartlett Frazier Company, By E. S. Westbrook, Vice President.

J. C. Schaffer Grain Company, By J. J. Stream, Vice President.

Nye and Jenks Grain Company, By Roland McHenry, Vice President.

Edward R. Bacon Grain Company, By E. R. Bacon, Jr., President.

LEASE.

This lease executed between..... hereinafter called the lessor, and the Board of Trade Warehouse Corporation, hereinafter called the Warehouse Corporation, witnesseth:

[Continued on page 412.]

After all, depend upon it, it is better to be worn out with work in a thronged community than to perish in inaction in a stagnant solitude: take this truth into consideration whenever you get tired of work and bustle.—Mrs. Gaskell.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Plan Needed for Stimulating Greater Bean Market Publication?

Grain Dealers Journal: Can you inform us who publishes information regarding the bean market? What we are seeking is a bean market sheet coming out daily or weekly giving the bean market all over the country. Do any of the bean publications publish anything along this line? If so, which ones?—John R. Jirton, Morrill, Neb.

Ans.: The bean market prices are given on the back of the Daily Trade Bulletin, Chicago, first edition.

Is There a Buckhorn Cleaner?

Grain Dealers Journal: Can you advise if there is a seed mill manufactured which will clean buckhorn out of clover seed, and if so, the name of the company manufacturing the same? We have used a clipper mill for a number of years. This mill takes out part of the buckhorn and we wondered if there is a mill made which will entirely clean out the buckhorn.—Selby & Sons, Sherwood, Mich.

Ans.: One is made by the Huntley Mfg. Co. Years ago one was made by the King Mfg. Co.

Charges on Freight Overages?

Grain Dealers Journal: I have my coal weighed at Iowa Falls, Ia. I had one carload that weighed 103,200 lbs. at mine and 102,200 lbs. at Iowa Falls or 1,000 lbs. short mine weight. The railroad company claims a tolerance of 1% and charged me freight on mine weight and \$2.25 for weighing.

Now I have a car on track that weighed 96,000 lbs. at mine and 97,000 lbs. at Iowa Falls or 1,000 lbs. overage. The tolerance is 960 lbs., as the overage runs 40 lbs. over the tolerance. The company wants freight on the overage but did not charge for weighing.

It cost me \$2.25 and the freight on 1,000 lbs., a total of \$2.60, and runs short the 1,000 lbs. On the second car I am paying \$2.60, practically the weighing charge, because the overage was 40 lbs. more than the tolerance. Can you explain this situation?—W. J. Hager, Burdette, Ia.

Ans.: The railroad company is entitled to the payment of freight on the weight delivered, which in this case is the weight at Iowa Falls on the car that was over weight.

On the car that was short the railroad is entitled only to payment for the amount transported, which is the weight at Iowa Falls; but in this case the railroad company owes the buyer for the value of the coal lost out of the car in transit as shown by the difference in mine and destination weights.

Buyer should put in a claim for the shortage. An exactly similar case of a coal dealer, Smith, at Des Moines, Ia., was decided in favor of the dealer by the Supreme Court of Iowa June 21, 1926, and reported fully in the Grain Dealers Journal of Aug. 10, 1926, page 161. He had a shortage in 5 cars of coal shipped from Kentucky to Des Moines and claimed \$10 to \$30 per car, the total amount being \$80. The cars were reweighed by the railroad company at Des Moines. The railroad company set up the defense that at least one per cent should have been deducted for scale tolerance. The court threw out the plea for scale tolerance on the

ground that the scales might err just as much in one direction as the other, and gave the coal dealer judgment for the full amount. This was reported in Vol. 209, Northwestern Rep., page 465.

Later the railroad company paid the judgment.

This "scale tolerance" is only a scheme by the claim agents to defraud shippers who are ignorant of their rights or indisposed to fight for them in the courts. While there may be some slight invisible loss, it is nothing like what the carriers claim it to be. In wet weather the coal gains weight in transit by absorption of moisture.

Is Elevator Liable for Buying Stolen Wheat?

Grain Dealers Journal: If an elevator buys a wagon load of stolen wheat and pays the thief for the grain, is it liable to the court for repayment of the grain, in case the thief is caught and convicted of the crime?—Kismet Equity Exchange, Kismet, Kan.

Ans.: As the owner cannot identify the grain, which has been mixed with other grain, the owner's only recourse is against the thief, from whom the owner can recover the money paid, if he is good for it. The elevator is not liable for repayment of the grain.

Is Contracted Grain Storage?

Grain Dealers Journal: We have just read in the Journal of Sept. 25, page 354, the answer to the question by the Mock Milling & Elevator Co. on how to get around the Nebraska law on storage.

We have had a little experience with it and know that the ruling of the Nebraska Railway Commission, which has charge of the administration of the law, is contrary to the opinion given in the Grain Dealers Journal.

We have been advised by the Commission that according to their interpretation of the law and their ruling, it is not only necessary that the price to be paid for grain delivered to an elevator be determined, but that the grain actually be paid for by issue of a check and delivered to the seller within ten days from date of delivery of the grain, otherwise the transaction is a violation of the Warehouse law.

In one of our elevators, grain was delivered to us on instructions from a landlord who was at the time out of the state, who wrote us to receive the grain at a certain agreed price, but to hold the check issued in payment until he should call on his return within a short time. This was without question a bona fide sale and our agent wrote a check in payment of the grain to the order of the landlord and left it in his check book until the owner should call for same. In the meantime the inspector for the Warehouse Commission happened along, and learning of the circumstance, advised us that we were violating the warehouse law, but because the violation was sort of technical and nobody hurt, we were not prosecuted but warned that we must actually pay for the grain delivered or we were violating the law.—T. B. King, sec'y T. B. Hord Grain Co., Central City, Neb.

Ans.: The law reads as follows:

Sec. 7224. Any grain elevator or grain warehouse (other than at terminal points—where terminal points shall be designated by the state railway commission) in which grain is held for storage for a period longer than 10 days is hereby declared a public warehouse within the meaning of this act, and any grain which has been received at any grain elevator or grain warehouse for which payment has not been made within 10 days after the receipt of same is hereby deemed to be held in storage.

The fine for violation of the act is \$50 to \$500.

The declaration in the Nebraska law that "any grain for which payment has not been made within 10 days after the receipt of same is hereby deemed to be held in storage" is too sweeping. It would deny the right of the two parties concerned to contract a sale without immediate or 10 days' payment.

To make it clear to the Nebraska officials that the grain in question was outside the storage law, a clause could be added to the contract of sale reading:

"It is further agreed that the grain covered by this contract is not to be deemed held in storage, but is an outright sale."

The theory of the storage and bonding law

is that the farmer needs protection on stored grain, and the Railway Commission in a laudable purpose to extend this protection to the limit would probably prosecute a buyer not paying in 10 days for the grain and not having a public warehouseman's license, in an endeavor to thrust the law on the parties, neither of whom desired to store.

It might take a court decision to dispose of the Railway Commission's interpretation of the law if the Commission undertook to enforce it against a party to the sales contract given in the Journal Sept. 25. In the Fairmont Creamery case the Supreme Court of Minnesota upheld the state law against discrimination by line companies paying more at one station than at another, freight to terminal considered. After this case had been before the Supreme Court of Minnesota three times the Supreme Court of the United States reversed it in favor of the defendant Fairmont Creamery Co. on the ground, which applies to the Nebraska warehouse law, that it denies the liberty to contract.

We do not believe it is worth while to incur a lawsuit with the state for the purpose of accommodating the few farmers who desire to speculate on the future price of the crop by making a sales contract subject to the price at a future date. The proper course is to pay the farmer cash for his grain and direct him to a Board of Trade office where he can post part of the money realized from the sale of his grain as margin on a purchase of the future delivery.

A sale of any other merchandise is generally considered binding as soon as both parties agree on price and quantity and the transaction is recorded. Actual payment for the goods may be delayed forever without nullifying the sale. The Nebraska law seems to attempt to deprive the interested parties of their long established right to contract.

Cost of Maintaining Side Track?

Grain Dealers Journal: When we built an elevator on our own ground we applied to the railroad company, which passed thru the town, for a side track and it presented to us, for our signature, what it called its standard contract for the construction of sidings. This contract relieved it of all liability for accidents of any kind and also provided that we were to be at the expense of constructing the track and its upkeep, including switch ties. The railroad also provided that should it at any time find it necessary to lay heavier steel rails that we were to provide the necessary switch ties, switch targets and connections.

Now the railroad company is going to lay heavier steel and asks us to provide new ties, targets and new connections at considerable additional expense. At the same time it says that if we will assign to it all our rights and interest in this siding it will relieve us of this expense, also the upkeep of that part of the track from switch point to clearance point. It also says that even if we assigned our interest to it, which we do not feel disposed to do, that we will be expected to be at the expense of the upkeep of the balance of the siding.

It has always seemed to us very unfair to require us to furnish the switch ties in this siding, as practically all the traffic over the siding is the long freight and passenger trains with the heavy engines of the railroad company. About the only use we get of it is shipping a few cars of grain each month. What would you advise?—Subscriber.

Ans.: The shipper is not chargeable with the cost of maintaining any track on the railroad company's ground. The shipper must maintain the track from the point where it clears the railroad right-of-way to his own industry, therefore the railroad company is conceding the shipper nothing in offering to relieve him of the expense of maintaining the track between switch point and clearance point.

If siding is on shipper's ground we fail to see how the railroad company can continue to use this as thru siding without permitting shipper to use the siding at nominal cost.

We advise the shipper to do nothing in the way of bearing any expense if the siding is entirely on the railroad company's land. If the siding is on shipper's land he can ask the railroad company to bear some share of the expense on account of its use as a thru siding for its own heavy trains.

Spain: The importation of corn was recently authorized, subject to the payment of the regular import duties.

The whole secret of remaining young in spite of years, and even of gray hairs, is to cherish enthusiasm in oneself, by poetry, by contemplation, by charity; that is, in fewer words, by the maintenance of harmony in the soul.—Amiel's Journal.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Plan Needed for Stimulating Greater Business Building.

Grain Dealers Journal: How can men be selected and where can they be obtained to run a business which is divorced from the personal supervision of the owners and be entrusted to work for the best interests of the company? That seems one of the most important questions confronting our expanding line house organization.

Probably, the most common method of employing branch managers is on the straight salary basis, which has advantages. But selling shares in the business, giving bonuses and other forms of compensation have been used.

The managers of line house concerns operating dozens or scores of branch houses have developed systems of control and supervision that serve their purposes admirably, they no doubt find occasion from time to time to alter their methods with a view to stimulating greater effort on the part of managers. Presumably, they have all been tried and have met the test.

Can you, thru your columns, find out for us whether it has been the experience of any number of line house concerns that a share in the business has proved to be a powerful inducement to a local manager to keep down expenses, to push sales and improve the service in every practicable way?

I, personally, can't help but believe the country grain elevator business will shortly evolve itself into a larger proportion of line-house operated elevators than ever before. There is bound to be savings at almost every turn. Perhaps the line house could be conducted on a bit more profitable basis, also, in view of the fact that every purchase could and probably would be immediately hedged.

As Roger Babson recently said, the small fellows are continually getting smaller, and the big firms constantly growing larger. We see every day the advantages of large corporations, of the higher grade of brains that can be utilized, so why not apply the principle to the grain trade?—T. R.

Elevator Knocked Off Foundation by Derail.

Having his elevator knocked off its foundation is the unusual experience of Carl Wickstrom at Hershey, Neb. Hershey is on the main line of the Union Pacific in the western part of the state.

In switching out a car from the local freight, the train crew shunted a car down the siding serving the elevator. It was a heavy car and moved fast. Just before reaching the elevator the forward wheels left the track, due apparently to a minor obstruction across the track unnoticed by either elevator or train men.

The car crashed into the southwest corner of the elevator and turned the 8,000 bu. house a quarter way off its foundation, as the illustration shows.

All the machinery was thrown out of line. Some of it had to be replaced. The repair bill totalled approximately \$2,500 on contract to the W. H. Cramer Construction Co. If the ele-

vator was on privately owned land, no doubt the railroad claim agent was on hand early the next morning, but if on railroad right of way he would reject all claims until the court ordered otherwise.

South-Eastern Iowa Dealers Meet at Mt. Pleasant.

A representative gathering of the grain dealers of the South-Eastern Iowa District of the Western Grain Dealers Ass'n, numbering close to half a hundred, attended the Sept. 23 meeting of that group in Mt. Pleasant.

This excellent meeting, which is one of the outstanding gatherings of the convention circuit undertaken this year, was held in the spacious dining room of the New Harlan Hotel.

The banquet was graciously tendered the visitors by the A. D. Hayes Co. of New London. "Dave" Milligan, sec'y of the state organization, took charge of the meeting and conducted the discussion of the various grain topics particularly pertinent to this district. A number of trying problems were discussed and everyone agreed that the information and acquaintance gained were invaluable.

A permanent organization was formed and it was decided that the next meeting would be held at Washington (Iowa) Nov. 10. Mr. A. D. Hayes was selected as district chairman charged with organization. Grain dealers of Washington offered their co-operation in arranging for the occasion.

This is another successful effort to get Iowa so organized that grain dealers may operate under better conditions, and to eliminate the old feeling of fight and hatred which might possibly exist.

Other meetings over the state are being planned and are being held as fast as they can be arranged.

Among those present were the following:

O. A. Talbott, Keokuk; Howard A. Baxter and son, Merle Eckels and J. A. Stewart, Washington; Elta Archer and Geo. P. Gaul, Mediapolis; L. R. Schrock, Wayland; Harlan Gossick, Fairfield; A. H. Miller, Libertyville; G. B. Feebler, Batavia; J. K. McKee and James McKee, Conesville; Geo. W. Jager, Batavia; O. E. Courter and A. L. Thomas, Winfield; H. W. Luers, West Chester; R. A. Wiederrecht, Mt. Union; C. M. Bailey, Danville; R. E. Watkins, Yarmouth; W. C. Boyle, J. B. Owens, Morning Sun; O. D. Johnson and C. A. Johnson, Oakville; G. W. Weber and J. H. Huston, Columbus Jct.; A. D. Hayes and A. Jericho, New London; Henry Lauth, Donnellson; F. R. Entringer, R. W. Booth, T. N. Buckman and C. M. Boward, Burlington; E. A. Hayes, C. F. Hayes and C. J. Adams, Mt. Pleasant; G. B. Snaadt and R. C. Walljaser, West Point; James Henderson, Wyman; Philips Brooks and D. O. Milligan, Des Moines.

Preventing rust through spraying chemicals over wheat fields will be accomplished in Manitoba this year with the aid of a Royal Canadian Air Force airplane. The plane can treat 6,000 acres a day, it is estimated, figuring 700 pounds load for the chemical.

Increased Loading Facilities of the Port Commission Elevator at Houston.

The Port Commission of Houston, Tex., has recently placed in operation an extension to its shipping gallery that doubles the vessel loading capacity of the Public Elevator.

The elevator now has two berths for ships instead of one, affording more satisfactory accommodations for boats. Also, there now is a dock, where formerly the boats were moored to clusters of piles.

The original facilities for loading out grain to boats consisted of two conveyor belts from the working house to dock spouts. These two belts were divided into three sections, one section running 170 feet out of the working house to a tower, where the second section extended at right angles 600 feet to the dock, where the third section ran along the shipside 232 feet. It is this third section of gallery that has been extended 440 feet to accommodate a second berth for ships.

At the same time there were installed in existing galleries 1, 2 and 6 an additional pair of 42-inch conveyor belts above the belts first installed, the original plan having provided the space required. The new belts were supplied by the Diamond Rubber Co. The new belts are pulled by Westinghouse Electric Motors of 100 to 30 h.p., the speed reduction being made by eight Morse Silent Chain Drives. The eight motors have an aggregate of 500 h.p.

Each of the two new belts in the new gallery extension has a carrying capacity of 25,000 bus. per hour, distributed thru any of 7 additional dock spouts.

The machinery and spouting were supplied by the Webster Mfg. Co., which supplied the same equipment for the original plant.

The new gallery is of structural steel on a concrete foundation, with concrete walls and floor and asbestone siding. The gallery was constructed over a 1-story concrete shed thru the roof of which holes had to be cut for the legs of the gallery bents. At no time was there any interruption to the operation of the elevator during the construction. Bids were opened Apr. 19 and the contract was let to the Jno. S. Metcalfe Co. to have the work completed in 90 calendar days. Construction was pushed with such expedition that the gallery was completed one week prior to the specified time and ships were loading at the new berth July 30.

The farm relief problem would be solved, if every American would eat six slices of white bread each day, according to Henry Stude, pres. of the American Bakers Ass'n. An extra slice of bread at each meal would mean 1,095 extra slices eaten by the average individual each year, or 73 additional loaves, which would create a demand for 60% more wheat than at present. But how fat the eaters would become.



Carl Wickstrom's Elevator at Hershey, Neb., Knocked Off Foundation by Derailed Car.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Waynesville, O., Sept. 30.—Wheat sowing will be late. Corn is green and just a fair crop.—Everett Early.

Brule, Neb., Sept. 27.—Corn is better than the average. Frosts damaged late plantings some.—E. W. Nelson.

Chappell, Neb., Sept. 28.—Our corn is in fair shape and we expect a fair yield and movement.—C. L. Bartlett.

Sutherland, Neb., Sept. 26.—Very little of our corn will be hurt by the frosts.—C. G. Sherwitz, Sutherland Grain Co.

Ovid, Colo., Sept. 28.—Our corn has been damaged by the early frosts, particularly in the bottom lands.—Joe Zersen.

Dickens, Neb., Oct. 8.—Corn is in good shape. Not more than 20% is damaged.—I. S. Crawford, agt., J. S. Hatcher & Co.

Julesburg, Colo., Sept. 27.—We expect considerable corn. Some of it will be chaffy as a result of freezes.—B. H. Achenbach.

Brule, Neb., Sept. 27.—Our corn is going to be pretty good. Frosts have damaged a few of the late plantings.—R. A. Strong.

Broadwater, Neb., Oct. 6.—Corn is in bad shape. A lot of it is soft. Yield will be heavy.—B. L. Vandruuff, Broadwater Elvtr. Co.

Ogallala, Neb., Sept. 27.—Our corn has been hurt some by the frosts, but we will have a big crop, nevertheless.—Geo. A. Welsh.

Sunol, Neb., Sept. 29.—Our corn has suffered pretty heavy from the frosts. Expect much of it will be chaffy.—A. A. Fenske, Fenske Bros.

Sidney, Neb., Sept. 29.—A considerable amount of damage has been done to our corn by the early frosts.—Fritz Brauer, mgr., Farmers Elvtr. Co.

Grant, Neb., Oct. 7.—We will have a lot of corn. About 10% will be soft. Most of the soft corn will be fed.—W. A. O'Donnell, agt., O. M. Kellogg.

Madrid, Neb., Oct. 7.—Our corn is pretty good. Some of it will be soft or chaffy, but not very much.—W. J. Lawrence, agt., Conley-Ross Grain Co.

Oshkosh, Neb., Oct. 7.—Our corn is pretty good, tho quite a lot of it will be soft, probably 30% of it.—J. G. Nygren, agt., Lexington Mill & Elvtr. Co.

Big Springs, Neb., Sept. 27.—We have a good corn crop with a heavy yield in sight. Some damage has been done by the frosts.—Farmers Elvtr. Co.

Hershey, Neb., Sept. 26.—We expect corn harvesting will commence in about three weeks. Frosts are helping mature the crop.—Carl Wickstrom.

Ogallala, Neb., Sept. 27.—We expect a big corn crop. Frosts did a little damage to the late corn, but it will not total more than 15%.—Alden Novak.

Sedgwick, Colo., Sept. 28.—Our corn was damaged by two hail storms. Much of it will be a sorry mess. This isn't much of a corn country.—S. J. Welsh.

Paxton, Neb., Sept. 27.—Corn in the bottom lands may have been hurt a little by the frosts, but the table land crop is well matured.—W. W. Kimberly.

Roscoe, Neb., Sept. 27.—About 25% of our corn has been damaged by the frosts. There is little difference in the table and valley land corn.—J. M. Pullen.

Julesburg, Colo., Sept. 28.—It looks as tho we will have some corn, tho not as much as we would have had the frosts stayed away a little longer.—O. C. Hildebrandt.

Evansville, Ind., Oct. 6.—Heavy rains in southern Indiana during the first week in October and the last week in September greatly delayed the farmers in the sowing of their wheat. Most of the farmers have their ground prepared for the sowing and a much larger acreage will be put in this fall than last year.—C.

Wallace, Neb., Oct. 8.—We have a pretty good corn crop. Only about 15% is soft or chaffy. Most of that will be fed.—J. M. Kellogg, agt., O. M. Kellogg Grain Co.

Lewellen, Neb., Oct. 7.—We will have a lot of soft corn, probably 50%. The yield is big. Most of it is hogged down.—Homer Anderson, agt., Nebraska-Colorado Grain Co.

Brownson (Sidney p. o.), Neb., Sept. 29.—Quite a bit of our corn has been damaged by frosts, probably over 30%.—C. E. Stouffer, mgr., Farmers Union Co-operative Ass'n.

Kanona, Kan., Oct. 3.—The wheat is being planted about three weeks later than usual due to dry weather earlier in the season. There is plenty of moisture now.—J. A. Stinson.

Elsie, Neb., Oct. 7.—Corn will be pretty poor. Lots of it will be chaffy and lots of it soft. We will have some good corn, but not much.—R. R. Savage, mgr., Elsie Equity Mercantile Exchange.

Lodgepole, Neb., Sept. 28.—Corn on the table lands and in the breaks has been slightly damaged by frosts. Valley corn was not so far along and between 30 and 40% is damaged.—F. V. Jacobson.

Kismet, Kan., Sept. 27.—Wheat crop was rather light, but the spring crops are the best in years. Corn will make 40 bus. per acre which is considered a bumper crop in this semi-arid country.—Kismet Equity Exchange.

Hampton, Neb., Oct. 4.—This territory has a good wheat crop with about 50% marketed from shock threshing. Corn is coming along fine with an average yield of 40 to 50 bus. per acre.—H. B. Carpenter, agt., T. B. Hord Grain Co.

Collbran, Colo., Oct. 2.—What is believed to be a record for wheat production in the Plateau Valley is claimed by Tom McKelvie of this place. He has harvested an average of 60 bushels of Marquis wheat to the acre from a tract of 32 acres on the Y. T. ranch.

Brookings, S. D., Oct. 10.—About 65% of our corn is in fine condition and of good, marketable quality. If we have good drying weather for a while we will harvest a larger percentage of good quality stuff, tho we are bound to have a little soft and chaffy grain.—E. H. Sexauer, Geo. P. Sexauer & Sons.

Julesburg, Colo., Sept. 27.—From North Platte, Neb., to Julesburg frosts are putting a quick finish on corn. Every field observed along the route is a mature yellow. I noticed one field just above Brule that had been cut and shocked. Have been told a few other fields in that vicinity have already been harvested. General sentiment is that the late plantings were pretty badly damaged by the early frosts, particularly the re-plantings. Early corn generally escaped damage. A few estimate damages as high as 25 and 33%, but more estimates run around 15%. It is believed that local

hog feeders will consume practically all of the damaged corn and that little of it will appear on the market.—E. W. M.

Springfield, Ill., Oct. 5.—Needed precipitation came during the week ending Oct. 4 but there was too much. It rained during most of the week throughout Illinois, with the totals 3 to 6 inches above the normal. There were some excessive falls. The sunshine was deficient. It was too wet for ripening corn, and much is down in places as a result of wind and wet soil. Warm, dry weather is needed. Wheat shows a good stand but it is too wet to seed more.—Clarence J. Root, Meteorologist.

Chicago, Ill., Oct. 4.—Estimates of the percentage of old corn remaining in the country in the last week of September averaged 6.1 per cent of the crop, which compares with 9.3 per cent estimated a year ago. These percentages applied to production would indicate 160,000,000 bus. this year as compared with 270,000,000 a year ago. Last November the government reported 181,000,000 bus. of old corn on farms. If the ratio of present supplies to a year ago should be the same on Nov. 1, it would indicate a carry-over of about 110,000,000 bus. or about 70,000,000 bus. less than last year.—Nat C. Murray, Statistician, Cleiment, Curtis & Co.

Chicago, Ill., Oct. 3.—Highly favorable weather during September hurried much corn toward maturity and resulted in a material condition improvement. Average condition 71.9 with a crop indication of 2,548 million bus., upon the basis of including the whole official acreage as being productive of corn. Under these circumstances forecasts of crop possibilities at this date have small value, and final crop estimates must wait upon further definite survey of the acreage that actually bears corn. Final thrashing returns confirm the disappointing yields of winter wheat and suggest a crop of 537 million bus. Spring wheat thrashing shows a result a trifle below expectation, with a total of 300 million bus. Final thrashing return for oats shows a light yield of poor quality, with a total crop of 1,175 million bus.—B. W. Snow, Bartlett Frazier Co.

Winnipeg, Man., Sept. 30.—The following crop estimates have been compiled from returns received during the past two weeks. The yields in bushels are based on actual threshing completed and estimated yields from districts where little threshing has been done. Manitoba: Wheat, 26,811,000; oats, 56,907,000; barley, 42,451,000; rye, 2,556,000; flax, 373,000. Saskatchewan: Wheat, 184,776,000; oats, 154,785,000; barley, 17,054,000; rye, 4,348,000; flax, 3,992,000. Alberta: Wheat, 197,891,000; oats, 116,668,000; barley, 16,314,000; rye, 4,063,000; flax, 375,000. The aggregate acreage and yield is as follows: Wheat, 19,889,000 acres, 409,478,000 bus.; oats, 11,029,000 acres, 328,360,000 bus.; barley, 2,611,900 acres, 75,819,000 bus.; rye, 493,300 acres, 10,967,000 bus.; flax, 669,700 acres, 5,740,000 bus.—J. G. Fraser, sec'y-treas., Northwest Grain Dealers Ass'n.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

	Sept. 26.	Sept. 27.	Sept. 28.	Sept. 29.	Sept. 30.	Oct. 1.	Oct. 3.	Oct. 4.	Oct. 5.	Oct. 6.	Oct. 7.	Oct. 8.	Oct. 10.
WHEAT													
Chicago	130%	130½	131	130½	130%	129½	130%	131%	130%	131%	130%	131½	131½
Kansas City	124%	124½	124½	124½	124½	124½	124½	125½	125½	126	125½	125½	125½
St. Louis (hard winter)	135	134½	135½	135½	134½	132½	133½	130	129½	130½	129½	130%	130½
Minneapolis	128%	128½	129	128½	128½	127%	128	129	128½	128½	128½	128½	129
New York (domestic)	133%	133½	134	133½	133	131½	132%	133½	132%	133%	132%	133½	133½
Duluth (durum)	121½	121½	121½	120½	120½	119½	119½	121½	120½	121½	120½	121½	121½
Winnipeg	130%	130½	131½	130%	130	128½	130½	130½	130½	131½	130½	131½	132
Milwaukee	130%	130½	131	130½	130%	129%	130%	131%	130%	131%	130%	131½	131½
CORN													
Chicago	100½	96½	95½	95½	95½	92%	94	93%	93½	94%	93½	93%	92%
Kansas City	93%	89%	88½	88	88½	85%	86%	86%	85%	87½	85%	86½	85%
St. Louis	99½	95½	94½	94%	94½	92	93%	93½	92%	94½	93	93½	92%
Milwaukee	100½	96%	95½	95½	95½	93	94	93%	93½	94½	93½	93%	92½
OATS													
Chicago	48%	48%	48%	48%	48%	48½	48½	48½	48½	48%	48½	48%	48%
Minneapolis	45%	44½	46	45½	45	45	45½	45½	45½	45½	45½	45%	45%
Winnipeg	54%	55½	56½	56%	55½	54%	55	55½	54%	55	54%	55½	55½
Milwaukee	48%	48%	49	48%	48%	48½	48½	48%	48%	48%	48%	48%	48%
RYE													
Chicago	96%	95%	96	95%	95%	95½	95½	96%	96	96½	96½	97	97½
Minneapolis	90%	89%	90%	89%	90	89½	89½	90%	89%	90%	90%	91	91½
Duluth	91½	92	92½	91½	91½	90%	91½	90%	92%	91½	92%	93%	93%
Winnipeg	93%	93%	94	93½	93½	92%	92½	93	93	94	93½	94	93%
BARLEY													
Minneapolis	71%	71%	72½	71%	71½	71%	71%	71½	72	72½	72½	72½	73
Winnipeg	73½	72½	72½	73½	72½	72%	72½	73½	73½	73½	73½	74%	75½

Government Crop Report.

Washington, D. C., Oct. 10.—The crop reporting board of the United States Department of Agriculture makes the following forecasts and estimates from reports furnished by crop correspondents, field statisticians and co-operating state boards of agriculture and agricultural colleges:

Total production in millions. Yield per ac.

Crop.	Harvested, 5-yr. av., 1922-26.	Harvested, 1925.	Indicated by condition Oct. 1, 1927.	Indicated by condition Oct. 1, 1927.
Corn, bu.....	2,767	2,647	2,602	26.7
Winter wheat, bu..	556	627	553	14.5
Sprg. wheat, bu....	252	205	314	15.4
All wheat, bu.....	808	833	867	14.8
Oats, bu.....	1,352	1,250	11,206	28.1
Barley, bu.....	193	188	265	28.0
Rye, bu.....	63.9	41.0	61.5	15.9
Buckwheat, bu....	13.8	12.9	15.8	18.4
Flaxseed, bu.....	20.0	18.6	24.3	9.1
Rice, bu.....	36.4	41.0	37.9	38.7
Grain sorg., bu.*. †\$121	\$139	\$159	\$159	22.2
Broomcorn,* tons..	**55.5	**51.5	**40.2	††1,338
Beans, dry ed.,*||				
bu.....	16.3	17.1	18.4	10.5
Hay, all tame, tons	90.9	86.2	104	1.72

*Principal producing states. ||Includes lima beans. †Interpreted from condition reports; indicated production increases or decreases with changing conditions during the season. ‡Preliminary estimate. §Three-year average, 1924-1926. ¶Includes grain equivalent for forage. **Thousands, not millions. ††Pounds per acre.

CORN IN LARGEST STATES.

Production in thousands of bus. (i. e., 000 omitted).

State.	Condition Oct. 1, 1917-26. av.	Condition Oct. 1, 1927. Pct.	Harvested, 1926.	Yield, Oct. 1, 1927.
Pennsylvania ..	86	70	57,154	46,267
Ohio	84	68	145,436	106,749
Indiana	82	62	170,528	112,148
Illinois	80	60	312,970	228,663
Michigan	79	57	54,162	35,765
Wisconsin	82	63	73,106	58,833
Minnesota	81	64	147,662	121,211
Iowa	86	75	413,586	377,913
Missouri	78	77	176,011	161,441
South Dakota ..	80	78	79,794	127,082
Nebraska	73	85	139,407	268,709
Kansas	54	90	57,299	171,234
Kentucky	83	68	101,277	63,482
Oklahoma	59	85	61,178	75,534
Texas	67	80	106,863	113,931
Colorado	72	78	10,472	23,885

U. S. total.. 74.4 73.6 2,646,853 2,603,437

SPRING WHEAT AND DURUM BY STATES.

Minn.—Durum..	*87	80	3,276	4,330
Other	*85	73	21,312	13,650
N. D.—Durum..	*91	91	36,138	59,108
Other	*88	82	41,086	66,257
S. D.—Durum..	*91	85	4,896	15,296
Other	*88	93	5,419	22,624
Neb.	83	39	2,920	2,904
Mont.—Durum..	*84	92	516	1,476
Other	*89	93	37,877	64,236
Idaho	93	93	14,352	21,328
Colorado	89	87	3,968	6,327
Washington ..	88	88	20,790	19,168
Oregon	90	90	1,986	3,255

U. S. total... 86.5 88.1 205,376 313,771

*Four-year average, 1923-1926.

OATS IN LARGEST STATES.

Pennsylvania ..	89	88	37,195	38,885
Ohio	88	85	63,177	65,248
Indiana	86	77	54,211	49,735
Illinois	85	76	139,400	102,550
Michigan	87	87	52,430	51,556
Wisconsin	88	87	104,042	94,248
Minnesota	89	65	164,978	116,607
Iowa	90	84	222,536	192,896
Missouri	84	73	37,582	31,284
North Dakota ..	84	67	64,128	45,688
South Dakota ..	89	76	75,433	75,565
Nebraska	88	87	66,478	67,962
Kansas	85	80	34,257	32,545
Oklahoma	84	81	29,705	23,389
Texas	82	75	44,772	45,894
Montana	85	93	17,935	21,567

U. S. total.. 87.9 80.3 1,352,357 1,205,639

Crop.	Acreage, 1927. Per cent of 1926.	Thousand acres.	Condition—	
			Oct. 1, 1917-26.	Oct. 1, 1927.
Corn	98.1	97,638	77.4	73.6
Winter wheat 103.4	*38,185	.....	.....	.....
Sprg. wheat. 103.6	20,313	.....	.....	.....
All wheat..... 103.4	58,498	.....	.....	.....
Oats	96.9	42,914	.....	.....
Barley	116.8	9,456	.....	.....
Rye	107.6	*3,860	.....	.....
Buckwheat .. 121.4	858	81.6	81.4	.....
Flaxseed	94.6	2,653	68.7	84.4
Rice	96.2	979	83.9	81.9
Grain sorghums†	102.8	7,167	75.4	84.0
Broomcorn† ..	79.8	238	.....	79.6
Beans|| .....	105.4	1,749	.....	79.6
Soy beans..... 120.2	2,330	80.0	74.8	.....
Cowpeas	127.3	2,244	871.8	75.6
Velvet beans ..	.....	.....	869.1	77.6
Hay, all tame 102.7	60,262	79.2	78.9	.....
Cloverseed .....	.....	.....	.....	.....

*Acres remaining for harvest. †Principal producing states. ‡Nine-year average, 1918-1926. §Including lima beans. ¶Four-year average, 1923-1926.

Canadian Threshing Returns Slow.

Prairie Provinces of Canada threshing returns are slow. Alberta undoubtedly has produced more wheat than our estimate of 160,000,000 last month, by about 20,000,000 bus. Frost and rust in Saskatchewan made estimating, upon any known basis, a difficult problem. No change is indicated as yet from last month's figures. Manitoba's wheat is reduced 3 million bushels over Sept. 1 report.

Figure total wheat Prairie Provinces on Oct. 1 at 422,000,000 bus., as compared with 405,000,000 on Sept. 1. All Canada is placed at 448,000,000 bus., as against 430,000,000 on Sept. 1.—R. O. Cromwell, Statist., Lamson Bros. & Co., Chicago, Ill.

A lighted radio tube is no proof that the tube is still good. Should the signal strength of the market you tune in on be too weak for satisfactory reception, try a new tube in the various sockets until the dead one is discovered.

September Ideal for Corn.

Chicago, Ill., Oct. 4.—September was almost ideal for developing the backward corn crop. Present forecast is 2,615,000,000 bus.; a month ago our forecast was 2,443,000,000 bus. The crop last year was 2,647,000,000 and the average of the preceding five years 2,851,000,000 bus. Present condition is 73.8% of normal compared with a ten-year average 77.4. The yield per acre forecast is 26.8 bus., which compares with a ten-year average of 27.6 bus.

The crop is much further advanced toward maturity than was expected a month ago, that it would be at this date. No material damage by frost has yet occurred.

In the twelve central states, where more than two-thirds of the total corn crop is normally produced, the present forecast is nearly as large as the production last year, but differently distributed; for altho the three western states, South Dakota, Nebraska, and Kansas have prospects of more than twice as much as produced last year (571,000,000 against 276,000,000 produced last year) the three eastern states Ohio, Indiana and Illinois have prospects of only about 75 per cent of last year's crop (462,000,000 against 629,000,000 last year) notwithstanding the marked improvement in September.

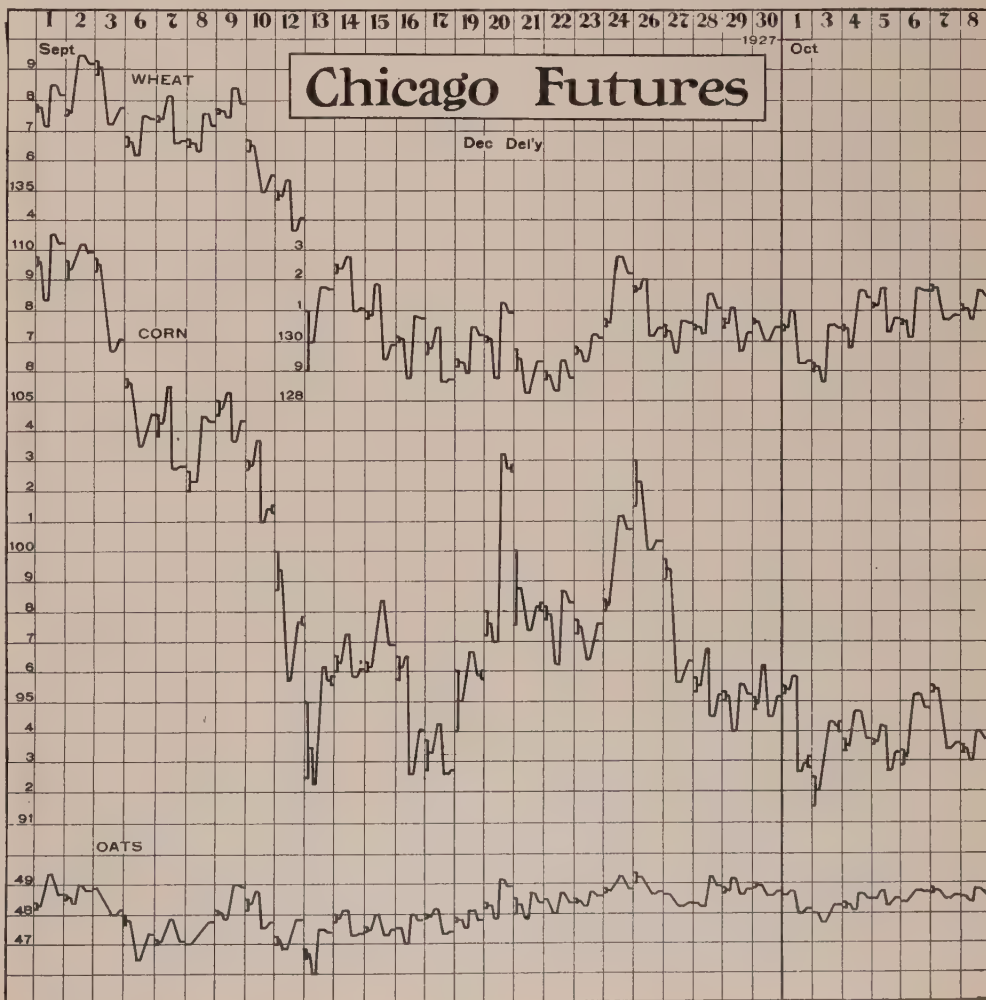
Spring Wheat 288,000,000 Bushels.

Production of spring wheat is estimated 288,000,000 bus.; a month ago our forecast was 286,000,000. Production last year was 205,000,000 and the average of the preceding five years 254,000,000 bus. The yield per acre is 14.2 compared with a ten-year average of 12.3 bus. Our reports from North Dakota do not indicate as high a yield as forecast by the government a month ago.

Oats a Short Crop.

Production of oats is estimated 1,173,000,000 bus.; a month ago our forecast was 1,164,000,000. Crop last year was 1,250,000,000 and the average of the preceding five years 1,318,000,000. The yield per acre is 27.3 bus. compared with a ten-year average of 31.8 bus. The crop is very light average weight per measured bushel.—Nat C. Murray, Statistician, Clement, Curtis & Co.

Campaigns against the Hessian fly are now being held throughout the wheat belt of Oklahoma, where large losses were suffered on this account last year.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Waynesville, O., Sept. 30.—No old corn is moving to market.—Everett Early.

Dix, Neb., Sept. 29.—Quite a lot of our wheat is still in the country.—W. R. Ehlers, Ehlers & Binning.

Dix, Neb., Sept. 29.—Probably 20% of our wheat has yet to move.—G. P. Bendixen, agt., Western Wheat Co.

Potter, Neb., Sept. 29.—About 30% of our wheat is still back in the country.—Lee Hagemeister, Home Lumber Co.

Brule, Neb., Sept. 27.—About 25% of our wheat is still back in the country. It is a good quality.—E. W. Nelson.

Hillsdale, Wyo., Oct. 1.—Our wheat is about half moved. We expect another 65,000 bus.—Earl Wirick, agt., Cheyenne Elvtr. Co.

Colton (Sidney p. o.), Neb., Sept. 29.—Over 30% of our wheat is still back in the country. Movement is slow.—Chas. N. Deaver, Colton Grain Co.

Ovid, Colo., Sept. 28.—Most of the wheat has moved. Maybe 20% is back, but that is waiting on better prices and will be in no hurry.—E. E. Weibel.

Elsie, Neb., Oct. 7.—Wheat is practically all moved. It has been of good quality. About half of it graded No. 1.—Jack Allen, agt., O. M. Kellogg Grain Co.

Madrid, Neb., Oct. 7.—About a third of the wheat is still back. Quite a lot of stack threshing is yet to be done.—M. F. Zimmer, agt., O. M. Kellogg Grain Co.

McGrew, Neb., Oct. 6.—Wheat movement is well over. This territory raises little wheat. We shipped about 30 cars.—C. L. Harrison, agt., Kearney Flour Mills.

Gering, Neb., Oct. 5.—Our wheat movement is just about over. Not more than 10% is back in the country.—Arthur Nielson, agt., Lexington Mill & Elvtr. Co.

Minneapolis, Minn., Oct. 1.—The September receipts of flaxseed in Minneapolis and Duluth have been the largest on record.—Archer-Daniels-Midland Co.

Scottsbluff, Neb., Oct. 4.—Most of the wheat movement is over. Don't think there is more than 10% back on the farms.—J. B. Runyon, Scottsbluff Elvtr. Co.

Sedgwick, Colo., Sept. 28.—Most of the wheat has moved. Not more than 20 to 30% is back in the country. It is largely harvested with combines.—Geo. Sellers.

Torrington, Wyo., Oct. 4.—About 10% of our wheat has moved. What remains is in good condition. The early movement was pretty wet. P. V. Eaton, Eaton Grain Co.

Sunol, Neb., Sept. 29.—Around 30% of our wheat is still back in the country. A better price would encourage a heavier movement.—J. C. Demers, Demers & Son.

Lyman, Neb., Oct. 4.—Our wheat movement is nearly over. It was about 20% lighter than a year ago, due to hail damage. We ship no corn, oats or barley.—E. S. Young.

Chappell, Neb., Sept. 28.—Considerable wheat is back in the country, the rush has been over for some time. The rest will take its time about coming.—W. G. Adams.

Wheatland, Wyo., Oct. 3.—Our wheat movement is pretty well over. Probably 30 or 35% is still to come. Wheat is of good quality.—Geo. E. Duerr, Wheatland Roller Mills.

Prescho, S. D., Sept. 30.—We estimate that 90% of the small grain is already shipped out of this territory. It was practically all shock threshed and most of the grain came right to the elevators in hired trucks from the machines.—Fruen Grain Co.

Kimball, Neb., Sept. 30.—Installation of electric motors and a new head drive last summer has enabled us to handle over 350,000 bus. of grain this season. We have about 20% of our wheat back in the country.—Geo. A. Ernst, mgr., Farmers Union Co-op. Ass'n.

Bushnell, Neb., Sept. 30.—Combines and wet harvest weather worked together to move our crop as fast as it was cut. Not more than 5% is back in the country.—C. E. Fenstrom.

Pine Bluffs, Neb., Sept. 30.—We have around 40% of our wheat still in the country. What is moving now is in good shape. Combined wheat was pretty damp.—N. A. Clarke.

Grainmont, Neb., Oct. 7.—Wheat movement is practically over. We expect a heavy movement of corn. The crop is in good shape. Very little will be soft.—W. T. Woolstrum, Cheyenne Elvtr. Co.

Bridgeport, Neb., Oct. 6.—About 75 to 80% of our wheat has moved. It was of fair quality, but poor harvest weather made a lot of it damp. Much of the combined wheat graded sample.—B. N. Dunlap.

Burns, Wyo., Oct. 1.—Our wheat and rye movement has scarcely started. We should ship 125,000 bus. of wheat and 80,000 bus. of rye.—Chas. O. Lyon, mgr., Farmers Elvtr. & Mlg. Co.

Chugwater, Wyo., Oct. 3.—We have shipped about 60 cars of wheat and expect around 100 more. Much of it is pretty wet and some of it smutty.—A. O. Blow, mgr., Farmers Co-op. Ass'n.

Wheatland, Wyo., Oct. 3.—Our wheat movement is practically over. Maybe 40% is still in the country waiting for good conditions before it moves.—Fred Richardson, agt., Denio-Barr Mlg. Co.

Henry, Neb., Oct. 4.—This is no longer a grain point. We continually ship in grain to supply the demand of our feeder trade, even have to draw wheat from surrounding sections.—C. K. Anderson.

Kimball, Neb., Sept. 30.—Probably 20% of our wheat is back in the country. The wet conditions surrounding harvest caused an unusual movement. Some elevators have had losses from damp, tough grain.—H. M. Welsh, Western Elevator Co.

Lingle, Wyo., Oct. 4.—Our wheat movement is pretty well over. Not more than 10 or 15 carloads are back in the country. Wet weather has put it in poor shape. Much of the wheat is wet and sprouting.—C. R. Perrson, Lingle Elvtr. Co.

Evansville, Ind., Oct. 6.—Not many of the farmers in southern Indiana and southern Illinois are selling any of their old corn at this time. They have been holding their grain for several weeks past and elevator and grain men say in their opinion most of the farmers will continue holding their old grain. The farmers feel like this year's corn crop is going to be greatly under that of last fall and in their opinion this means a high price for corn this coming winter.—C.

Corn Movement in September.

Receipts and shipments of corn at the various markets during September, as compared with September, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	38,378	87,534	.....	21,429
Chicago	10,551,000	3,866,000	5,104,000	2,362,000
Cincinnati	288,000	414,000	210,000	351,800
Duluth	10,228	5,889	.....	.....
Fort Worth	196,500	62,500	195,000	25,500
Hutchinson	6,250	.....	.....	.....
Indianapolis	1,916,400	1,096,000	1,180,000	718,000
Kansas City	756,000	844,500	1,027,000	757,500
Milwaukee	1,031,540	577,400	881,064	99,759
Minneapolis	803,560	1,267,640	217,980	356,270
Montreal	33,736	45,686	10,526	26,648
New Orleans	135,000	269,000	178,524	252,389
New York	210,500	162,000	.....	51,000
Omaha	1,227,800	1,306,200	1,622,600	946,400
Peoria	2,322,350	2,070,350	1,259,400	927,550
Philadelphia	11,556	24,611	.....	.....
Portland	157,500	87,000	18	.....
St. Louis	1,566,000	1,706,600	926,600	703,600
San Francisco	62,857	95,714	.....	.....
Superior	10,183	10,183	.....	.....
Toledo	186,256	210,000	35,380	51,390
Wichita	22,800	38,400	.....	16,600

Wheat Movement in September.

Receipts and shipments of wheat at the various markets during September, as compared with September, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	787,492	2,258,806	1,783,292	1,897,456
Chicago	3,205,000	3,832,000	3,539,000	2,881,000
Cincinnati	236,600	550,200	316,400	497,000
Duluth	34,258,622	12,377,594	20,576,788	6,372,973
Ft. William	8,470,661	35,304,348	16,314,342	21,351,801
Fort Worth	938,000	1,743,000	667,800	858,200
Galveston	.....	.....	1,873,262	4,818,053
Houston	.....	.....	80,000	304,000
Hutchinson	1,084,050	2,540,700	.....	.....
Indianapolis	358,500	427,000	384,500	296,000
Kansas City	7,483,000	6,505,800	5,005,000	5,034,400
Milwaukee	901,440	559,000	1,106,559	138,768
Minneapolis	27,107,590	14,889,960	11,706,210	3,587,430
Montreal	15,473,815	13,276,705	16,254,540	9,049,261
New Orleans	1,803,721	732,600	1,432,591	1,608,989
New York	6,534,200	7,106,400	6,057,000	7,752,000
Omaha	3,969,600	2,384,200	4,548,600	2,069,200
Peoria	146,200	137,400	164,400	124,800
Philadelphia	376,949	1,037,217	937,885	962,386
Portland	9,367,000	6,661,000	9,497,984	5,792,642
St. Louis	3,144,000	3,512,600	2,679,181	2,793,086
San Francisco	530,400	149,330	.....	.....
Superior	19,089,283	5,407,374	12,926,909	3,032,089
Toledo	850,745	1,115,305	603,495	737,660
Wichita	1,479,600	1,579,500	799,200	931,500

Oats Movement in September.

Receipts and shipments of oats at the various markets during September, as compared with September, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	95,030	145,181	30,872	.....
Chicago	3,471,000	5,518,000	2,875,000	2,350,000
Cincinnati	322,000	376,000	310,000	342,000
Duluth	142,117	847,474	23,844	369,114
Ft. William	142,116	802,153	.....	1,175,395
Fort Worth	150,000	86,000	110,000	34,000
Hutchinson	1,500	4,500	.....	.....
Indianapolis	825,000	598,000	708,000	618,000
Kansas City	504,000	464,000	348,000	194,000
Milwaukee	1,545,800	1,572,420	1,494,653	329,700
Minneapolis	4,874,030	2,816,720	1,215,680	1,792,720
Montreal	809,786	741,755	814,273	362,617
New Orleans	78,000	114,000	68,077	156,612
New York	210,500	634,000	.....	152,000
Omaha	858,000	640,000	830,000	592,000
Peoria	187,800	448,200	396,000	378,300
Philadelphia	101,941	111,203	.....	.....
Portland	352,500	87,500	17,446	.....
St. Louis	1,684,000	1,466,000	1,430,000	1,572,000
San Francisco	56,000	7,625	.....	.....
Superior	75,137	608,038	43,111	492,613
Toledo	535,050	895,850	379,560	399,020
Wichita	24,000	21,000	.....	6,000

Barley Movement in September.

Receipts and shipments of barley at the various markets during September, as compared with September, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	532,970	525	453,475	.....
Chicago	1,467,000	1,095,000	541,000	392,000
Cincinnati	5,600	2,800	.....	.....
Duluth	7,178,544	2,684,511	7,773,997	2,459,645
Ft. William	1,764,443	6,099,619	647,445	3,617,600
Fort Worth	30,400	41,600	28,800	35,200
Galveston	.....	.....	166,587	.....
Hutchinson	.....	1,200	.....	.....
Kansas City	310,400	16,000	81,600	9,600
Milwaukee	1,706,480	756,320	475,909	228,320
Minneapolis	3,906,850	2,084,730	7,227,120	1,792,720
Montreal	1,526,494	2,356,272	1,846,412	1,556,963
New Orleans	4,800	3,200	.....	.....
New York	2,452,500	644,700	1,915,000	947,000
Omaha	512,000	68,800	504,000	92,800
Peoria	145,600	163,000	36,400	96,900
Philadelphia	2,491	1,887	.....	.....
Portland	72,000	22,400	84	1,009
St. Louis	305,600	176,000	38,400	11,200
San Francisco	1,398,375	1,301,858	.....	.....
Superior	5,977,149	2,481,299	6,182,565	2,187,445
Toledo	7,200	7,200	.....	.....
Wichita	1,200	4,800	1,200	.....

Rye Movement in September.

Receipts and shipments of rye at the various markets during September, as compared with September, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	37,554	96,374	35,942	17,143
Chicago	305,000	285,000	78,000	10,000
Cincinnati	18,200	15,000	19,600	15,400
Duluth	8,550,851	2,529,628	8,302,986	1,493,945
Ft. William	2,388,233	1,716,922	1,792,682	724,147
Fort Worth	12,000	12,000	.....	6,000
Hutchinson	1,200	2,400	.....	.....
Indianapolis	22,400	18,000	18,200	10,000
Kansas City	51,000	118,500	52,500	42,000
Milwaukee	55,050	115,200	38,734	30,200
Minneapolis	867,520	653,740	658,470	200,880
Montreal	4,913,042	456,196	3,482,288	755,563
New Orleans	70,500	12,000	.....	.....
New York	410,000	117,000	483,000	269,000
Omaha	324,800	116,200	354,200	81,200
Peoria	2,400	1,200	2,400	1,200
Philadelphia	42,264	16,914	.....	.....
Portland	24,000	16,800	.....	.....
St. Louis	266,500	37,700	306,800	18,500
Superior	4,499,633	1,250,195	4,576,290	896,332
Toledo	13,200	30,000	11,825	15,125
Wichita	1,200	1,200	.....	.....

Business Session of U. S. Feed Distributors Well Attended

Approximately half a hundred members of the United States Feed Distributors Ass'n seated themselves in the Pompadour Room of the Hotel Fontenelle at one Tuesday afternoon to partake of the elegant repast served. The menu was extraordinary throughout.

The business session, which immediately followed, commenced with the minutes of the sixth annual convention held last year after which came the president's report, by George W. Hoyland of Kansas City, Mo., who presided. From his remarks we take the following:

President's Annual Address.

Gentlemen: The public-spirited and foresighted members of our Ass'n, who conceived its formation in 1920, may well look back with no little satisfaction over the past year. It is true that since the Buffalo Convention our Ass'n has not been called upon to handle many questions or to initiate a great number of movements for the betterment of the trade. Nevertheless, it has served a valuable purpose. No year in a long time has passed with so widespread an absence of conflicting or harassing trade disputes in the distribution of millfeed as in the past twelve months. That there is basis for this reference to the high character of business dealings in the products in which we are interested is due in no small measure to the influence which this Ass'n has wielded since its inception. I congratulate you for it.

We have a larger membership than a year ago—larger, I believe, than at any other time in our history. I mention this now because I feel that the accessions to our ranks bespeak a growing desire to conduct trade along the highest plane, the encouragement of which is the primary object of the United States Feed Distributors' Ass'n.

You will recall that at our last Annual Meeting a report was made on the charge of \$6.30 levied by some railroads for the non-surrender of order bills of lading. After discussion, this subject was referred to the Board of Directors for action. It is, as previously stated, one of the important matters before us. Late in December and early in January I made efforts to arrange for a meeting of our directors with the object of outlining a definite course of action. Because of requests for further consideration, including one from the New York Produce Exchange, the meeting was not held and the matter still awaits our action. Discussion should precede any decision on our course in this matter.

Another rate problem which I feel should be acted upon by us during our meeting today pertains to the tariffs on millfeed in relation to wheat, corn and other products. Various moves were made by carriers during the past year to put millfeed on the wheat rate basis rather than on the corn basis. Nearly all of the tariffs of railroads classify millfeed as it ought to be classified always—as a product entitled to the corn rate basis. Any advance to the wheat basis would be a discrimination against millfeed, and I hope that our ass'n will put itself on record as in accord with the organizations of millers who are urging the retention of millfeed on the corn rate basis in all railroad tariffs.

As to our future as an Ass'n, one proposal has been made that we extend our present affiliation with the Grain Dealers' National Ass'n to an amalgamation and work through a committee of that body. Our individuality would, of course, disappear with the adoption of such a proposal. Personally I do not think we should take that step. We should maintain our Ass'n and our affiliation with the National Ass'n.

As an admirer of the territory which I call my home, I could not make a report even approaching completeness without directing attention to the membership record of the past year. The Southwest, our records disclose, alone increased its membership during the past year. The increase is in line with the promises made at our meeting a year ago. I do not consider it a tribute to myself as president. It is not that; it is a further mark of the spirit of equity which the Southwest is always striving for in business. Our trade rules and our program in general meet with the approval of the Southwest, and the territory added to its membership when our work was brought to its attention. I am confident other milling and distributing districts could be interested with the same results and hope that this will be done in the next year.

You have been generous in naming me as your president; you have shown a willingness to work with me, and you have surely not burdened me with duties. In closing this brief

account of my year as your president I want to thank each of you for your consideration and your support.

D. J. SCHUH, sec'y-treas. of the organization, Cincinnati, read the treasurer's report, showing a surplus many organizations would be proud to have. Following this came the satisfying announcement that the directors had accepted ten new members that very morning, for a total of 103. Of the total number of 29 new members, Jerry Parks of Kansas City, Mo., is to be commendably credited with 23. Following is Sec'y Schuh's report:

Report of the Secretary-Treasurer.

Last year we made a short report of the activities of the Secretary-Treasurer's office. It is our belief that the size of the report rather than what it contained received the applause. Therefore the following:

Your President having appointed an Auditing Committee, that committee will tell you whether or not the fiscal affairs of your Ass'n have been honestly administered during the past year. Some statistics on our financial standing should prove of interest to you. Our total income last year was \$868.88, \$810.00 of this amount represents revenue from dues, \$35.00 for the payment of the Grain Dealers National Ass'n's publication "Who is Who in the Grain Trade," while \$23.88 was derived from interest on daily balances. The total assessment of dues last year was \$920.00, and, as stated, \$810.00 was collected, leaving \$110.00 uncollected. We are hoping that the eleven members who have failed to pay will yet determine to continue with this organization.

During the year our expenses totaled \$933.82. \$34.00 of this amount was to pay for subscriptions to "Who is Who," so that our net expense was \$899.82, or \$89.82 in excess of our income. This deficit was made up partially with the interest on daily balances and through the use of funds in the treasury from last year, so that our balance on hand, \$290.04, is \$64.94 less than at the beginning of the year. We should not overlook the fact that from this balance we have certain expenses to be paid on account of this convention, and when those items are paid we shall have little if any money in the treasury.

The membership situation is eleven ahead of last year, providing the eleven delinquents pay their dues. At this time we have a total membership of 102 as compared with ninety-one a year ago. During the year eighteen resignations were accepted, while nineteen new members were admitted. Of the nineteen new members twelve were procured by Mr. J. P. Parks of Kansas City.

It is quite evident that unless we increase our dues or increase our membership this Ass'n will not be able to pay its necessary running expenses during the coming year. I think your President has made a timely plea to you and I hope that his appeal will have the desired effect.

During the year your Secretary-Treasurer's office has endeavored to keep the membership informed as to the admission of new members and elimination of names from the membership roster, and other items of interest. We have appealed, from time to time, to our members to furnish us with items of interest for publication in our circulars, but I have not received any response.

It may be of interest to you to learn here that a goodly portion of our time is consumed in answering inquiries, supplying members with copies of the roster, copies of the By-Laws and copies of the Rules and Regulations. We have had some correspondence with members relative to arbitration.

It should also prove of interest to you to know that in our opinion an unnecessary amount of money is spent for postage in an effort to collect dues. The office of your Secretary-Treasurer would be very grateful if our members upon receipt of bill for dues would either pay the same or indicate their intentions with respect to remaining in the Ass'n.

During the past year President Hoyland appointed: W. O. Fehling, Chairman; E. W. Mitchell, as a Committee on Linseed Oil Meal and we have the following report from Chairman Fehling:

"The Linseed Oil Meal Committee of which the writer was appointed Chairman by President Hoyland has begun to function, and a meeting was recently held in Buffalo.

"We think we have devised a plan whereby this situation can be handled to the advantage of all concerned and a full and complete report will be rendered to President Hoyland very shortly by the writer."

As to the \$6.30 reconignment charge mat-

ter referred to the Board of Directors at your last convention:

President Hoyland had up this matter with the Directors last April and while discussing the subject the New York Produce Exchange asked our Directors to drop it until New York had had a hearing on their case before the Interstate Commerce Commission.

In our opinion your Ass'n deserves full support from its members and we believe that many members would be benefiting themselves if they would put forth some effort to procure good new members.

In conclusion permit me to reiterate what I had to say last year with respect to the pleasure it has given me to serve your organization in the capacity of Secretary-Treasurer. This may sound strange to you since a salary is not connected with the office, but you must remember that the Board of Directors of the Cincinnati Board of Trade having granted you free quarters and the use of our clerical force, my job has been made rather easy.

THE AUDITING COMMITTEE reported favorably, followed by recommendations for directorships by the Nominating Committee, which is composed of A. S. MacDonald of Boston, Mass.; W. O. Fehling, Philadelphia, Pa.; and John Caldwell, St. Louis, Mo. Acting upon these sagely recommendations, the delegates unanimously chose these members as directors for the ensuing year: Jerry P. Parks, Kansas City; E. C. Dreyer, Dreyer Commission Co., St. Louis, Mo.; M. C. Burns, Sunset Feed & Grain Co., Buffalo, N. Y.; J. W. Juneau, Milwaukee, Wis.; J. B. E. Currie, Boston, Mass.; and W. M. Mish, Washington, D. C.

Two standing committees were suggested by Sec'y Schuh, under the head of new business, to handle legislative affairs, but it was found such a body in functioning would overlap the duties of another group.

CHARLIE DREYER, St. Louis, Mo., suggested making a test case out of the \$6.30 reconsigning charge, and offered a motion to provide funds to fight same. Sec'y Schuh furnished necessary statistics to show the cost of such a move, so no funds were thus appropriated.

PRES. HOYLAND recommended that where shippers are cognizant of the credit standing of a customer, and same is unquestionably satisfactory, the use of the open B/L in forwarding shipments giving buyers right of possession of car without said B/L, is one way to get around the \$6.30 charge, and most usable where there is a possibility of the car's arriving before the B/L. Further disposal of this problem was left to the discretion of the Executive Committee.

THE FAVORING of a uniform corn rate on millfeed throughout the country and the continuation of same where now existent was adopted in the form of a resolution.

The meeting then adjourned, to permit the directors to deal with the pertinent problems confronting them, one of which was the customary election of officers.

M. C. BURNS, Sunset Feed & Grain Co., Buffalo, N. Y., was chosen as president for 1927-28; D. J. Lowell, Minneapolis, the new first vice-president; O. A. McCrea, also of Minneapolis, second vice-president; and D. J. Schuh, Cincinnati, O., keeper of the rolls, the purse, and the organization's program for the coming year.

Among those in attendance were: J. V. Bass, Marshall, Ia.; F. D. Bruce, Bruce Bros. Grain Co., and L. J. Byrne, Vanderslice-Lynds Co., Kansas City, Mo.; R. T. Beatty, Northwestern Miller, Minneapolis, Minn.; C. H. Cotton, Kansas City; C. W. Chapin, Hammond, Ind.; J. H. Caldwell, St. Louis, Mo.; J. B. Claypool, San Bernardino, Calif.; L. C. Fontaine, Jr., General Commission Co., Kansas City, Mo.; D. J. Green, Houston, Tex.; F. F. Gilbert, St. Joseph, Mo.; James H. Gray, Springfield, N. Y.; A. J. Gallagher, and S. A. King, Pittsburgh, Pa.; E. F. Sheaffer, Omaha, Neb.; H. Shere, Minneapolis; Earl A. Hogan, Kansas City; G. E. Hillier, Cedar Rapids, Ia.; L. C. Newsome, Pittsburgh, Pa.; C. W. Shannon, Pasadena, Calif.; David K. Steenbergh, The Feed Bag, Milwaukee, Wis.; J. R. Stuart, Minneapolis; J. H. Weaver, Omaha; E. K. Warner, Minneapolis; E. A. Witter, Kansas City; D. J. Lowell, Minneapolis; and C. M. Stormes.

Illinois State Politics and the Kessinger Bill

An Address by Frank J. Delany before the National Ass'n at Omaha

I do not wish to make comparisons between disproportionate events, but I am sure that the gentlemen who approved and signed the Declaration of Independence in that fateful summer of 1776, must have had a profound conviction of the solemnity and fatefulness of their decision; no less than of the righteousness of their principle and their cause. Their act was the acme of political courage and it changed largely the destiny of man.

A decision no less pregnant with fate, no less sound in principle; requiring the exercise of no less courage, was made last summer by the Executive Officers of the Board of Trade of the City of Chicago.

That institution with an unsullied history of more than three-quarters of a century, had become a vital force in America's commercial progress and growth. In that lengthy span it had survived the perils of flood and famine, fire and pestilence, financial and political panic—even of civil war; and finally of the gigantic commercial convulsion which accompanied the calamitous World War. From each trial it had emerged with increased prestige. Again a crisis confronted it. And the decision was: "better commercial death, than commercial dishonor."

Political Situation in Illinois.—The experience back of that decision may be summed up as follows: For many years the political situation in Illinois has been very much mixed, at times chaotic, and consequently always menacing. Our State is normally Republican, the population is rather evenly divided in numbers between urban and rural. The activities of our citizenship are not so predominantly agricultural as in most of the other corn belt states. Our governor has been elected by down state votes, largely because of division amongst his political opponents within the same party in cities, particularly in Chicago, and in spite of the hostility of the metropolitan press.

The Legislature reflects in its personnel this situation. Party control and party responsibility is almost entirely absent. Lacking responsibility as a curb, recklessness has opportunity to rule in the Legislature.

The governor has been able to organize it sufficiently well to carry out most of his policies but with great difficulty and the organization was loose because of political dissension, and broke down at critical moments.

There has been therefore in the Assembly as a whole much of conflicting and aimless purpose, and political shifting about and reprisals.

The Illinois Legislature like those of our neighboring states, and perhaps the Legislatures of all states, contains many able and high minded men, and some who are conspicuously incompetent; others who are not particularly scrupulous in their attitude toward measures or methods. On the whole it probably is a typical cross-section of our citizenship.

For many years the Illinois Senate has been well organized. It has been controlled by a few men who have held control of that comparatively small body (only fifty-one members), thru their control of strategic chairmanships, and thru their co-operation with each other in complete disregard of party lines, but in complete unanimity of purpose.

The House, because of its larger membership (viz. 153 members), and because of political conditions within the State, has been much more difficult to organize, and consequently its activities have been in a great measure unsatisfactory. It had been hard therefore to gather together a consistent and a dependable majority on any measure. The merits or demerits of measures were lost sight of in that medley of confusion. Conflict of theory and interest made the question of expediency or of retaliation control votes of a sufficient number of members of the House to make every majority and every roll call a matter of extreme uncertainty. This situation has obtained substantially since 1920.

When the awful calamity of the World War burst upon an astonished world in 1914, the first result was a convulsion in commerce. Almost every commercial exchange in Europe and America either closed completely or carried on under "moratoriums" or makeshifts that almost completely extinguished their usefulness.

But there was one shining exception. There was then, as now, in Chicago among the financial and commercial minds, enough of courage, enough of patriotism, and enough of faith in each other and in their fellow men to keep the Chicago Board of Trade open during all of those trying days, and there was in consequence no lack of a similar courage in other grain exchanges.

Only by reason of this the farmer enjoyed thruout the crisis, the same market opportunities as before. Producers of grain in the great valley between the Appalachian Range on the East and the Rocky Mountains on the West contrasted their position with that of the cotton producers. They found it easy then to extol the Board of Trade. Praises of the Exchange system rang through the metropolitan and rural press.

On the entrance of our country into the conflict the flexibility of our methods permitted close, effective and efficient co-operation with the agencies of our government, entrusted during the national emergency with dictatorial powers. Again there was a general appreciation and commendation of our activities and accomplishments.

Agitators Opportunity.—Along in 1920-21 came the collapse of farm land values following closely on the period of declining grain values. At once the picture was reversed and the agitator had his opportunity. There was complaint by the farmers. It is very human for a perspiring fat man on a hot day to curse the thermometer; although he knows the instrument is not the cause of his discomfort. The farmer can be pardoned for a similar unreasoning attitude towards his markets.

Then there was found, as is always found, plenty of selfish men willing to fan the flame of discontent into a political program which promised something of prominence, something of popularity, or something of possible pecuniary opportunity to themselves. There is always plenty of "Glory Seekers."

No doubt because of this economic situation, the two great bodies of organized agricultural thought in our own state (The Farm Bureau and the Illinois Agricultural Ass'n) were at that time dominated by men of radical thought. Their extreme views were stimulated by radical editors of farm papers, by self-seeking politicians, by doctrinaires and theorists, and glory seekers, and agitators of one kind or another.

The Legislature met in the spring of 1921. Then occurred the first battle, the fight over the "Lantz" bills. This was the background of the Kessinger Bills in the last Assembly this summer.

The Illinois Agricultural Ass'n, in 1921 claimed, and I believe rightly, a membership of 110,000. There are about 300,000 farmers in Illinois. Although a minority of the industry this organization constituted in numbers, therefore the largest, most determined and most aggressive single political force in the state. And it was a political force in its purpose and methods. Small wonder then when the "Lantz" bills were introduced, it was immediately discovered that the proponents of these measures had taken the precaution to see that the agriculture com'tes of the House and Senate had been previously so constituted as to insure a favorable report on any message referred to them.

The "Lantz" bills were completely destructive. Their proponents of course denied any such purpose or result. It is only fair to state here that I do not believe that many of these farm leaders had any destructive purpose in mind. They simply did not understand the delicacy of commercial adjustments or the inherent economic necessity for, or the value of, or the reasons for the rules, customs and practices in vogue and enforced by Exchanges in the grain trade.

It was possibly from the same combination of causes that all Grain Exchanges were being attacked at this same time, by the same organized agricultural forces, through Congress in session in Washington; where the American Farm Bureau Federation, led the attack.

There was between these National and State organizations of farmers the most beautiful co-ordination and co-operation. We were forced to fight for our existence on two fronts simultaneously. Com'te hearings in Illinois were timed simultaneously with similar hearings in Washington. In Washington the proposed legislation was critically examined on its merits, but in Springfield members of the Legislature were called in and told how they must vote. Well-organized pressure from the home folks was developed in every district in Illinois. And political extinction was threatened in every Legislator who refused to vote as he was told. A steam roller was in action.

We of the Board of Trade, who were hastily thrown into the breach to oppose the threatened annihilation by argument or persuasion, resembled nothing so much in our earnestness of purpose and in our hurried emergency organizations and efforts, as the small town volunteer fire department of the old days. We seemed to

be leading a forlorn hope but the very gravity, and the very danger, of the situation compelled us to close our ranks and to hurriedly organize opposition to the destructive forces. We did this effectively by going directly to the source of the power, which the Illinois Agricultural Ass'n wielded, so ruthlessly. We went to the individual farmer.

Naturally our campaign stimulated the opposition sharply and the result was a battle which in intensity and in dramatic developments in organized heckling in strenuous contest of parliamentary tactics, in tenseness of feeling and in all things which go to charge the atmosphere of Legislative halls with dynamic portent was the tensest, bitterest struggle ever seen in the Legislature of Illinois. The efforts of the two opposing forces carried on in the rural districts brought the fight to every farm home in Illinois.

Induced by the persuasion of either side, or by their own serious interest, in the issue, not hundreds, but literally thousands upon thousands journeyed to Springfield to register their convictions. It was made plain that the best farmers opposed such crazy legislation.

Then came wavering of allegiances, disgust at methods, doubt of expediency, resentment of dictation, rebellion against pledges, and finally defeat.

Observe that: It was the help from the Farmer of Illinois, awakened to the danger which radicalism threatened, that defeated the Lantz Bills.

In 1923 the Illinois Legislature met again. There was introduced several bills aimed at the Board of Trade and Exchange methods of marketing grain, these bills were not pressed and died without any turbulence or convulsions. The strenuous fight of 1921 was fresh in the memory of all the participants and no one had any appetite for another conflict of the kind. Possibly also the circumstances that about that time it was becoming apparent to the farmers that the ambitious promises and plans of the U. S. Grain Growers, Inc., were not to be realized.

Again in 1925 when the Legislature convened a similar group of bills were introduced but these lacked aggressive support and they finally died through sheer lack of interest.

Grain Marketing Co. had been organized at that time and there had developed a rather sharp divergence of views of this program between the farmer organizations, namely, the Farm Bureau, the Farmers Co-operative Elevator Ass'n, and the Illinois Agricultural Ass'n, pressing these bills then, would have intensified and made acute the internal strife and differences and it was therefore good strategy and good judgment to refrain from forcing an issue which would have revealed and increased disunion and differences among the forces of organized agriculture. In that situation their political force would have been no doubt ineffective, and would have been almost completely discredited.

Coming Now to 1927—A different condition obtained. The Grain Marketing Co. had liquidated. There had been considerable newspaper publicity given to differences developed during that liquidation and open charges were made of irregularities on the part of a house long prominent in the grain trade. The Iowa Industrial Commission had gone on a rampage.

All of this furnished hostile members of the Legislature with an excuse and an opportunity. Many bills and resolutions were introduced.

A House resolution of investigation very broad in its terms and scope was passed with hardly a dissenting vote, and a com'te known as the "Curran" Committee, from its chairman's name, immediately began sessions in Chicago.

The bill before the Senate Com'te on Agriculture was one of old "Lantz" bills resurrected from its 1921 grave.

The Illinois Agricultural Ass'n announced that it would at the proper time move to substitute a new bill which they were drawing, for this old "Lantz" bill. It was therefore to the Senate Com'te on Agriculture of the 55th General Assembly on April 21, 1927, that I delivered a most decisive declaration of policy and of principle in substantially these words:

"The Board of Trade appreciates its responsibility as a great economic instrument of service and daily value to producers of grain, not alone in Illinois but in the whole Middle West, thru the enforcement of free and fair and unrestricted and honest competition for the products of the farm. It appreciates also its duty to the consumer. It proposes to continue to function in this manner, serving producer and consumer honestly and fairly.

"It welcomes honest investigation, constructive criticism, and sound suggestion, for out of these come progress. But if proposed Legislation as finally passed, is of a character to prevent the Board of Trade from functioning freely, fairly and honestly, if it makes this institution the prey of political parasites, or of designing men by destroying its powers of discipline which compel integrity, and the courts approve any such law, or laws, then in the very nature of things it cannot continue to function. It will not come to Springfield every time a Legislator introduces a bill against it,

nor will it lobby against, or oppose any of the measures now on the calendar. It will point out to you the evil results of these bills but it places upon you, where it properly belongs, complete responsibility to the agricultural and financial and commercial interests of our State and Nation for the result of the laws you pass."

THAT was the message I was directed to deliver—That was the message I was proud to deliver.

Charged as it was with such enormous potentialities for good or for evil to producer, to consumer, to banker, to merchant, and to all commerce (for whatever affects agriculture affects all commerce), this was indeed a most decisive and impregnable position. It came as a surprise and as a shock to the assembled committee. At once it cleared away the mass of petty bickering and irresponsible argument that had characterized previous hearings and sessions, and made the issue clear and inescapable. It was as you can well appreciate, a most dramatic moment.

The eager intelligence of American newspaperdom seized quickly upon this declaration of policy, since this indeed was news. Startling news. At once the metropolitan and rural press sensed the importance of the news and the reactions to it were varying and surprising because many of them were so wholly unexpected.

Kessinger Bill.—Nevertheless, at the behest of the Illinois Agricultural Ass'n the Com'te reported out, the old "Lantz" bill favorably, in due time the "Kessinger" bill was substituted in the Senate, and that bill passed the Senate. This "Kessinger" bill represented the limit of impracticability and the maximum of menace. All the other threatening measures were dwarfed into insignificance by this monstrosity and died.

The fight narrowed down therefore to the "Kessinger" bill.

This bill attempted to apply to the grain markets a super government by a commission of three, with the powers of a Mussolini and the spy system of Lenin. It gave wide opportunity for market rigging and manipulation to the Commission and its employees.

Through a licensing system, it set up its own determination as to who could be a member of an exchange. It assumed veto power over rules. It held the power of commercial life or commercial death over every member of an exchange certainly and possibly over every grain dealer in the state.

I am sure that the natural and logical results of the bill were neither thought of, nor intended by the Illinois Agricultural Ass'n which framed it. I am certain also that they had no purpose of drawing an injurious bill, for the men now in control of that organization are not radicals. But in effect to draw a strong bill, they drew a ruinous bill—intending regulation they wrote destruction.

Meanwhile the Curran investigating Com'te, created by the House, was holding public sessions in Chicago and attracting much publicity.

The Senate Bill, viz. the "Kessinger" bill, was held up in the House awaiting the Curran Com'te report.

That report turned out to be a constructive document. It was highly creditable to the Board of Trade. It criticized sharply the fabric of Statutes of Illinois as affecting public warehouses particularly and it recommended the passage of a clarifying and enabling statute. To accomplish this, a bill was framed by a member of the Curran Com'te, Mr. Frank McCarthy, of Elgin, Ill., prominent in the councils of co-operative activities in the northern end of the State. It represented an honest effort to, at least partially correct by statute, a rather unsatisfactory, complicated and contradictory legal position in which the public warehousemen were placed, by hodge podge legislation extending over the previous fifty years.

Due to constitution limitations, various statutes seemed to be in part at least in conflict with each other and with the constitution. As a result, the operators of public warehouses occupied a business position that was of doubtful legality and intervening court decisions did not the shadow of legal uncertainty.

The grain business had grown enormously since the constitution of 1873 was adopted and in the last thirty years had changed in many, many ways. The old ways were impractical and disappeared. The new ways made necessary by the growth and development of the business, were restricted and involved because of statutes that fit the old conditions well enough but hampered modern methods.

And so the business of operating public elevators was conducted perhaps in a strict accord with the legal technicalities, but there were always those who questioned the conformity to the spirit of the statutes.

Public elevators are a necessity to the grain business in order to accomplish deliveries on contracts for future delivery when they mature. Yet it was desirous of course that public warehouses be operated by entities other than those engaged in the grain business. The

McCarthy Bill specifically provided that corporations might be formed for that purpose by Exchanges or their members, and that these corporations might after being licensed by the Public Utilities Commission of Illinois, function as public warehousemen.

The Illinois Agricultural Ass'n co-operated with the "Curran" Com'te and made no fight against the "McCarthy" Bill, altho it did press for the passage of the "Kessinger" bill.

However, its enthusiasm waned as the session wore on, and as city and down state sentiment began to fasten responsibility on the members of the House and Senate, these gentlemen began to squirm. Conservative farmers, members of Farmers Co-operative Elevator companies, downstate bankers, independent grain dealers and wholesale merchants, manufacturers, and commercial interests generally began to realize the importance of open markets and the value of the Exchanges and the whole crystallized into the thought that this sort of legislation must be stopped. And it was stopped. The "Kessinger" bill died on the calendar, lacking sufficient votes to bring it up for passage.

Of course, in every battle at Springfield, there was arrayed on our side in conflict with these radical measures, most of the best brains of the Assembly. But these supporters, loyal tho they were, were not strong enough in number to defeat the measures proposed. Always too we had the aggressive help from independent grain trade, and the effective sympathy and support of most of the farmer co-operative elevator companies. Because of their business knowledge, they were able to discern the evils.

Therefore, it was not a canvass of farming sentiment or agitation among farmers by the Board of Trade that killed the "Kessinger" bill, for there was none of this. It was not lobbying at Springfield by the Board of Trade, for there was none of that. It was the slow but certain mental revolt of conservative long-headed farmers and their talks with country bankers, grain dealers and other conservative commercial interests; and with their Representatives, that accomplished the defeat of that Bill.

The "McCarthy" bill was passed. The Board of Trade set about to devise ways and means to operate in complete conformity with its terms. Accordingly it has since formed a corporation, the control of which lies in the hands of five trustees, or directors—two of whom are practical elevator operators and the other three of which are members of the Board of Trade having no affiliation with elevator activities, one of whom is a banker specializing largely in grain loans.

The Board of Trade Warehouse Corporation has, by lease of the public warehouse properties taken over the control and operation of those properties and becomes therefore a single but absolutely independent and disinterested proprietor of the public warehouse space in the City of Chicago.

This plan now awaits the formal approval of the Illinois Utilities Commission, and has been approved by the Illinois Agricultural Ass'n. There is no opposition from any source.

This is considered by many to be the first constructive bit of Legislation that has been given the grain trade in our state for many years and it is believed by many in the trade to offer a solution of the problem that is at once sound, practical, and advantageous to everybody concerned.

You will have observed that in our state, bad legislation has been prevented by the intervention of conservative farmers.

I am convinced the farmer thought has grown more conservative with each year since 1921. There are those in our state who claim that the rather sharp decrease in the membership of the Illinois Agricultural Ass'n (viz., from 110,000 in 1921 to some 65,000 claimed in 1927) represents withdrawal of the conservative thought. I think it reflects other reasons, among them, the withdrawal of radicals. It is my opinion that the majority of that Ass'n is now conservative, certainly those in control of its affairs are. I am sure it will interest you to learn that since the defeat of the "Kessinger" bill friendly relations have been established between the Board of Trade and the Illinois Agricultural Ass'n, and I fully believe that counselling with each other we will find it possible to work together for the common good.

This of course is gratifying. It is no less gratifying to have learned from this experience that having an honorable cause the grain trade when it is assailed can gather to its defense the best brains of the State. The individual grain dealer, the farmer co-operative elevator companies, the rural press, the metropolitan and rural bankers, and above all, the best brains of agriculture. We shall no doubt for some time to come have as our active enemies those who have been caught in the meshes of land speculation.

There is not a country grain man in this room who does not enjoy the confidence of his farmer patrons. If he did not enjoy it, they would not be patrons. Because he has their confidence, they will believe what he says. If he takes the trouble to see that they are fully

and truthfully informed on these questions, he will find they will respond with help when help is needed. And more than this, he will thus give them complete data and reasoning with which to defeat radical elements within farm organizations.

The farmer is awfully sick of getting free advice from self-appointed saviours. He is disgusted with the selfishness that will let a politician try to capitalize the farmers' troubles into political preferment. He is bombarded with literature and theory, and he has had many crazy schemes proposed to him and indeed approved by men whose judgment he respected. He has found these, one after another, thrown into the discard, because of impracticability. He is getting sick of it all.

I think it is safe to state that in Illinois most of the farmers are now convinced that the radical leaders have misled them and have worked them injury.

The farmer has been told that the Board of Trade and the grain trade were opposed to co-operation among farmers only because it was co-operation. He has found that this is not true. He has learned that the opposition to co-operative schemes by the grain trade and indeed by all conservative commercial minds, has been because the schemes were unsound, because they were dangerous and destructive to those whom they were ostensibly supposed to benefit. They were opposed not because they were co-operative but because they were unsound and impractical.

The grain trade can never approve any scheme that is not in accord with common sense, nor will the farmer consciously do so. It is therefore up to the grain trade to help the farmer to avoid being led by dreamers into unwitting approval of seductive and dangerous measures.

The farmer is like the rest of us. His suspicion is directed against that which he does not understand.

We in the grain trade will be sadly deficient in our duty to our farmer friends whose agents we are, if we do not help them to remove the doubts, suspicions and uncertainties that are used by designing men to convert them to seductive and spacious programs.

Bremen Dealers Buy at Auction by Clock System.

Buyers at auction sales in the Bremen fruit market have little need of strong voices as all sales are made and recorded by means of a clock system.

This mode of auctioneering is called the Dutch System and was devised when Napoleon was in charge of the Netherlands. Napoleon placed a tax on auctions, which he defined as sales in which bids were offered, each higher than the other for the goods to be sold. The Dutch invented a method of avoiding this tax by having the auctioneer begin offering the goods at a high price and decreasing until an offer is received, the first offer taking the goods. This system has been greatly developed with the years and has proven to be a large time saver in auctions. It is especially valuable at the auctions of European and German fruits where the articles are extremely perishable and the bidders have a short time for the auctions.

A large clock-like dial, about eight feet in diameter, is placed on the wall over the auctioneer's head. The hand begins at a high number and moves round the dial, going lower all the time. The seats of the buyers are provided with electric push buttons, and numbers corresponding to their seats are placed on the dial, in its center.

When a bidder sees the dial reach the figure at which he is prepared to buy he pushes a button, the hand stops instantly and the number of his desk appears illuminated on the face of the dial so that all persons present know that he has bid and how much. When one bidder presses his button, all other buttons are simultaneously disconnected, so there can be no dispute as to the first bidder. When one lot is sold, the next comes mechanically before the bidders on a conveyor belt, the hand begins to move and a bid is made. It is said that 900 sales can be made in one hour by this method compared to 300 by the ordinary bidding system.

The Banquet.

The com'ite in charge of the banquet had arranged a pleasing program of music, song and ballet with a witty address by Toastmaster C. N. Wright of the Platte Valley State Bank of Scott's Bluff, Neb., and a learned address by A. C. Malloy, attorney, of Hutchinson, Kan., the orator of the evening.

From the main banquet hall the guests overflowed to tables on the mezzanine floor and in adjoining private dining rooms.

Mr. Wright lived up to his reputation, holding the interest of everyone every minute.

Mr. Wright's witty stories seemed inexhaustible and were heartily applauded.

Golf Tournament Prize Winners.

Best looking and best playing out-of-town golfer, C. W. Shannon.

First Prize, Low Gross, John W. Redick, 1 Doz. Balls.

Second Low Gross, H. R. Caldwell, ½ Doz. Balls.

Low Net, C. S. Clark (Chicago), 1 Doz. Balls. Seventh Low Net, O. F. Bast (Minneapolis), ½ Doz. Balls.

11th Low Net, M. King (Sioux City), ¼ Doz. Balls.

11th Low Net, S. W. Eastlack, ¼ Doz. Balls. 15th Low Net, W. E. Hatch, ¼ Doz. Balls.

Highest Score on Lake Hole, L. T. Sayre (Chicago), Special Prize.

Highest Score on Lake Hole, B. Dow (Davenport), Special Prize.

Highest Score on Lake Hole, G. S. Hensley (New Orleans), Special Prize.

Highest Score, 145, S. Bradford (Sioux City), ¼ Doz. Balls.

Highest Score any one hole, W. G. Mish (Washington), Rubber ball and ¼ Doz. balls.

Blind Bogey, J. A. Linderholm (Omaha), W. M. Brown (Memphis), ½ Doz. balls each.

Among the entertainers were Miss Marian Fisher, who has been voted in a contest to have the best radio voice in Nebraska; six light-footed girls trained in fancy dancing by Fausteen Potts; and three harness makers from the shops of "Harness Bill" Kalash, who evoked tremendous enthusiasm by their songs.

A. C. MALLOY'S address bore upon "Chronic Government Indigestion" and was in part as follows:

Chronic Governmental Indigestion

I noted in one of your trade publications an opinion expressed by some one, that the grain trade and grain exchanges had been shining marks at which politicians had been shooting for quite a period of time; and the writer of the article stated that "the trade had been baited and abused for so long, that human nature could stand no more." That, "in every man's life there comes a time when he feels that stultification of one's manhood by submitting to or ignoring vicious attacks, does not pay,—either in moral or monetary dividends." I uttered a loud and fervent "Amen" to that; and then I came to the conclusion that I might find some sympathetic auditors if I discussed the chronic governmental indigestion which now obtains, due to the prevalent state of the political mind, and particularly to the restrictive, regulatory and experimental legislation with which we have been, and are being gorged beyond repletion.

No Individual Rights Originally. — Down through the Ages, man had no such thing as individual rights! His property, his family, his very life, he enjoyed only so long as the whim of another forebore to take them from him. What may be regarded as the first real recognition of individual rights, was the English Magna Charta, which was hailed as the greatest boon ever granted by Sovereign to man,—the foundation of Constitutional Government. Yet that was simply a restriction on the prerogative of the Crown; it in no wise restricted the powers of the legislative body; and no individual rights were safe from legislative invasion. It was not until the creation and adoption of the Constitution of the United States, with its attendant Bill of Rights, that rights and privileges of the individual citizen were recognized and made secure from invasion, even by the government itself.

Primary Breaking Down Representative Government.—Influenced by the honeyed slogan of "Let the People Rule," we cast aside the convention,—the representative method of selection, and embraced the open primary; and established a free-for-all political derby; no experience, records, qualifications or entrance fee required. The only equipment needed for a successful enterprise consisted of nerve, leather lungs, a catch-phrase slogan, and an expressed hatred of vested rights and successful men. This was popular with the uninformed voter.

Principles of statecraft were no longer the issue.

Bill Jones from Squeedunk gets elected to the Legislature. He immediately repairs to the office of his lawyer friend, Sam Smith, and gets him to draft a bunch of bills to toss into the legislative hopper. Good advertising matter for the constituency to read! Is it any wonder that our statute books are clogged and jammed with fool laws and regulations about tweedle-dee and tweedle-dum; and that boards and bureaus, and spies and inspectors, and censors and testers, and guardians and collectors are created and empowered and salaried and seated in swivel chairs in the name of our vaunted "Liberty and Equality, now and forever"? Is it any wonder that a state legislature would, by solemn enactment, provide a highway to Heaven, and prohibit the mental exercise that might result in a conclusion that in the remote past some of our ancestors clung by their tails to the family tree?

Due to Failure to Think, Act and Note.—All this is not the fault of the state or the Nation. Criticism is not directed against our government. It is directed toward those, who, either from improper motives or faulty reasoning, have brought this state of things to pass. It is directed toward substantial business men, society devotees, and even the home lovers of our country, who fail to think and act and vote upon these measures and these men. When, as can be statistically shown, the state officials in a certain state were elected by a majority of an aggregate vote of less than sixteen per cent of the total voting population of the state, the story is partially told. The reformer, the crank, the red, the chronic uplifter, is always busy, and always votes.

PRES. STURTEVANT said he found himself in a difficult position. His official position at the head of both the National Ass'n and the Omaha Exchange required more ability as a mental contortionist to pat himself on the back for having given himself a good time.

Open House on 'Change Monday Afternoon.

For those not indulging in the golf tournament held Monday afternoon, "Open House" was held on the trading floor of the Omaha Grain Exchange.

The program started off with an inspection of the trading floor facilities, of the sampling, weighing, inspection department, of the broadcasting studio and apparatus, and of the various offices.

A band entertained the gathering a little later on the trading floor, which symphony went out to those tuned in on W. O. A. W., the broadcasting station of the Omaha Grain Exchange.

Following this feature, those of the audience wishing to tell the folks back home that they had arrived in Omaha and were behaving themselves were given the distinct privilege of saying a few words over the "mike."

Cigars and cigarettes were liberally distributed.

Two acts from the Gayety Theater composed the balance of this luring feature, which lasted from two until four thirty.

Ladies Entertainment

The ladies attending the array of festivities planned for them all expressed a deep appreciation for the royal reception and entertainment set aside for them during the convention.

Monday noon a dainty luncheon preceded an artistic style show. Of course none of them missed the festive ball Monday night.

Tuesday's program included the new magnificent Orpheum or the exciting Ak-Sar-Ben harness races. That evening the men were honored at the banquet.

They came from all points of the compass, and stayed 'till the last note of "Home, Sweet Home," and the last word of the addresses Tuesday night. They mixed better than "Omaha" and "grain men," if such is possible. Their presence was appreciated and their influence warrants their invitation another year.

The first farmer to promote and sign up for the installation and use of a track loader is invariably the one with the biggest indebtedness at the local elevators. Neither the extension of credit nor the cutting of prices is profitable.

The Ball.

A double orchestra, arranged one on each end of the huge ball-room, supplied constant music for dancing from 9 o'clock Monday evening to 1 o'clock the following morning.

The brilliant plumage of Omaha's prettiest society buds was set off to good advantage against the dark suits and somber tuxedos of the men who guided them about the floor. The dancing floor was crowded continuously.

In the middle of the evening several fancy dancing acts were staged for the pleasure of the visitors. Chairs were called in sudden demand for use as ladders so that back rows could see as well as those in front.

Thirsty ones were served from huge punch bowls at one side of the room. While the service was well within the laws of Volstead many a head became intoxicated with the music and charm of the pretty dancing partners.

Was the ball a great success? Ask any of the dancers, none missed a single number.

The Chicago Special.

The delegation chosen to represent the Chicago Board of Trade left on the "Gold Coast" limited over the Northwestern on two special cars leaving Sunday night.

Delegates from out-of-town made a particular effort to "make" this de luxe limited, and expectations were more than gratified. Everyone was cordially introduced around upon arrival.

Mike Vehon came strutting down the walk with his new hand-painted Cubanola cane, which Kenny Pierce took for a new fangled grain trier. However, it proved to be a two-quart tube, the contents of which rapidly disappeared.

Henry Rumsey, coming in from his native village, Lake Forest, which he kept from becoming Chicago's fifty-second ward when he was mayor thereof, got off to a late start so arrived out of breath but in good spirits, managing to grab the last coach as it pulled out of the shed. The anxiety of "making" the special told on this former van dyke beaver, so much so that he retired early.

Louis Sayre revealed a few of the deep-dark secrets of the New Orleans convention back in 1904. He employed his usual discretion, however.

Both of the fore-mentioned brought their golf clubs to settle some individual arguments. Walter Moore brought his shot-gun to keep peace.

C. W. Chapin entertained the crowd in the diner at midnight, having that privilege thrust upon him in the course of elimination.

C. B. Jenkins of Noblesville, Ind., who just returned from the jungles of South America, held his listeners spellbound with his adventurous tales.

Among those from Chicago indulging in the revelry were: Kenny Pierce; Jack Brennan of John E. Brennan Grain Co.; Henry Rumsey, Rumsey & Co.; Mike Vehon, Louis Sayre, Frank Delany and wife, Wm. Hirshey and wife of J. C. Shaeffer Grain Co., F. M. Hotchkiss, Jim Noble, Chief Sampler, Chicago Board of Trade Sampling Department; O. F. Phillips, Chairman Board of Review, Federal Grain Supervision Department; Otto Waitzmänn, Walter Moorehead, Harry Klein, Bartlett-Frazier Co., and Alec Kay.

Others joining the party included: E. B. Evans, Decatur, Ill.; Lee D. Irving, Chief Grain Inspector, Louisville, Ky.; Walter Moore, president Indiana Grain Dealers Ass'n, and wife, Covington, Ind.; D. J. Schuh, Executive Sec'y Cincinnati Board of Trade and U. S. Feed Distributors Ass'n, Cincinnati, O.; J. A. Hallam, chief inspector and weighmaster, Cincinnati, O.; A. M. Braun, president Cincinnati (Ohio) Board of Trade; V. E. Butler, ass't treasurer, Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind.; and Mr. and Mrs. Van Orman.

Other convention-goers were picked up from time to time during the night, but none from the isles of the Pullmans.

Omaha Entertains the 31st Annual Meeting of G. D. N. A.

The 31st annual meeting of the Grain Dealers National Ass'n was called to order at 10:15 A. M., Oct. 10, in the Ball Room of Hotel Fontenelle, Omaha, Neb., by Pres. C. D. Sturtevant, of Omaha, with over 100 present.

All stood while Stephen E. McGinley, rector of Trinity Cathedral, invoked Divine blessings.

CHAS. S. BURKE, of Omaha, on behalf of Mayor Dahlmann, delivered the Address of Welcome, saying in part:

I personally deliver to you the greetings of Mayor Dahlmann. Mr. Dahlmann is known as the cowboy Mayor. After riding bucking bronchos and filling the hazardous term of sheriff for a few years it remained for a big lumbering yellow street car to put him down for the count, and he is unable to be here.

Omaha is a child of agriculture. It was born of the needs of the pioneers 40 years ago. Omaha, too, has raised a large family of prosperous industries and institutions.

The two industries of which the city is most proud are the South Omaha Stock Yards and the Omaha Grain Exchange. In the near future the Grain Exchange will be established in the indisputable position of Omaha's favorite son.

Omaha is too far north and too far south to be either a summer or winter resort; but during your stay in Omaha if you will ride over the system of drives we have developed you will be rewarded. East, West, North and South you will find waving fields of yellowing corn and harvested winter wheat.

E. W. TAYLOR of Omaha, in the absence of E. P. Peck, pres. of the Exchange, delivered the following address of welcome on behalf of the Omaha Grain Exchange:

Organization of Omaha Exchange.

I am very glad to have the privilege of extending to you a welcome from the Omaha Grain Exchange and the grain interests of the state of Nebraska. It seems altogether unnecessary that anyone extend to visitors in the state of Nebraska an official welcome, as everyone in the state from childhood up, is glad to extend a welcome to every visitor and those who were members of the Ass'n and attended the convention held at Omaha in 1911 will recall the welcome that was extended at that time and today's welcome is just as warm and sincere.

For many years Omaha has been the center of a vast grain producing territory and until 1904 the grain was largely handled by elevator companies with headquarters in Omaha and elsewhere. The Omaha firms operated terminal storage elevators with a limited capacity, the main function of these elevators being the elevation and transfer of grain from car to car in transit. This was done to permit the originating railroads to keep their cars on their own rails and up to this time little grain was actually marketed at Omaha, the bulk being sold direct from country stations to other established terminal markets.

During the Fall of 1903 a Testimonial Dinner was given by Omaha business men to the late A. B. Stickney, then president of the Chicago Great Western Railway, and at this dinner there was proposed the establishment of a grain market at Omaha and a suggestion was made for the organization of an exchange.

Far-seeing business and professional men present were inspired with the suggestion and sensed the bigness of the idea and that same evening sufficient signatures were secured for subscriptions to warrant immediate steps being taken to organize and incorporate the Omaha Grain Exchange, merchants and professional men joining with the grain men in purchasing memberships at \$500 each.

The Grain Exchange started to function in February, 1904, and has continued to grow and prosper until today the stock, which was originally subscribed and largely owned by merchants and professional men and which totalled

about \$75,000, has since been transferred into the hands of grain men and represents the Grain Exchange property, free from incumbrance and which is worth more than a million dollars.

The reasons actuating the men behind the organization. These far-sighted business and professional men, who joined in making the Exchange possible, had no idea they would ever receive one cent of their original investment back. In fact, many of them sold their memberships at half their original cost to aid some new grain firms in getting a start. They joined in this enterprise on account of their loyalty to the community, realizing that in order to have a growing and prosperous city they must grasp every opportunity offered which would build up and advertise the City of Omaha, and those of the founders of this institution who are still alive, tell with pride of their participation in its inception.

Most of you are familiar with the strict rules and regulations which govern the activities of the members of the various grain exchanges and boards of trade throughout the country. Let me say that no grain exchange and no board of trade was organized and is maintained under stricter rules and regulations to deal honestly and fairly than the Omaha Grain Exchange. This gives to the community and to the people, whose commodities are handled through the Omaha Grain Exchange, confidence in the integrity of the organization and its members. This influence more than anything else, has caused the continual growth and prosperity of Omaha as a grain market, until today it is one of the largest primary grain markets in the United States.

You may be assured while you are our guests that you will be afforded every opportunity to become familiar with the Omaha Grain Exchange and its activities. We, also, hope that the welcome which is extended to you here by the State of Nebraska, by the City of Omaha and by the Omaha Grain Exchange and the Grain Interests of the State, will give you a better understanding of the possibilities of this great state of ours, the possibilities of our wonderful city and a desire for closer business relations with the grain interests and the Omaha Grain Exchange, which we are proud to represent.

A. S. MacDONALD, Boston, Mass., responding for the Ass'n, said in part:

I think all know that "Omaha terms" means that they take care of their people very well.

Even I with all my tender years can remember when our Ass'n met in Milwaukee in 1918 how Omaha hospitality reached out and made itself felt, warm and all-pervading, over that intervening distance. They called it "Udlike hospitality" at that time, but that was only to be polite to Milwaukee. That was really the concentrated spirit of Omaha, and, in these days when we hear so much of the Spirit of St. Louis, as typified by that truly remarkable young man, Col. Lindbergh, who is there of us to say that the "spirit of Omaha," properly functioning, cannot fly as high and carry as far?

Friends of mine in other lines of business tell me that they have done much to develop other outlets for their products. I have a friend in the lumber business. He tells me that his lumber manufacturers' association have by dint of careful research work developed an export market for their wooden knot holes, that they sold them to German manufacturers of rocking horses. These conventions are good things. We meet to solve our problems, and it has occurred to me that we perhaps in our wisdom could induce those same manufacturers to use our oats with which to stuff their rocking horses. (Laughter.)

Our president happens to be one of the most prominent men in the Omaha Grain Exchange. We would pledge ourselves conscientiously to attend these convention meetings, we would accomplish two things: First, we would pay "Sturdy" a tribute very well deserved. Secondly, we would pay our hosts an indirect compliment.

It becomes my very pleasant duty to accept your hearty, cordial and generous welcome and to assure you, in behalf of the members of the Grain Dealers' National Ass'n, that our hearts warm towards you with gratitude and grateful appreciation. (Applause.)

PRES. STURTEVANT called upon R. A. Magill, sec'y of the Winnipeg Grain Exchange, who chanced to be in Omaha, to address the convention.

The Canadian Wheat Pool.

Dr. R. A. McGill: The wheat pool last year handled 52% of the exportable surplus, but if you take the figures as to what it handled by the claims of the membership you will find that they do not agree. The pool claims as members over 75% of the farmers of our western farms; it handled 52% of the wheat last year. I don't know whether the claims are too high, or whether we are infested with something which I heard is sometimes found on this side of the boundary, what you call "bootlegging." There is bootlegging of whisky, and it is reported there is considerable bootlegging of wheat. Pool members do not always sell thru the pool, and that has been called bootlegging wheat.

The pool is a mighty force in Western Canada. It is very strong. Fifty-two per cent of the exportable surplus of the wheat is a large per cent. The pool has over 800 elevators thruout the country. The pool has some 16,000,000 bus. terminal elevator capacity at the head of the lakes. The pool is a very prosperous thing in Western Canada. I understand it is not particularly prosperous in the States, but then you know Russell Lowell was fond of saying they "did not have everything down in Judea," and we sometimes say you do not have everything down in the States. You do not know what a good thing you are missing in not having a great national pool.

What is the secret of success of the pool? The pool was formed and organized to put the Grain Exchange out of business. The first thing it did was to join the Grain Exchange. Then it joined our Clearing-house. Then it joined our Lake Shippers' Ass'n. Then it began to utilize every facility that the Grain Exchange in Winnipeg has. That is not all. Presently the pool began to buy futures and to sell futures and in large volume, just like the grain dealers and in the same way.

The pool was organized to regulate the flow of wheat to market. All right. During the last pool year, while navigation was open, the first four months after the harvest, the pool shipped to the markets of the world more wheat by one and one-half times than it shipped during the balance of the year or eight months. That is how it controls the flow of wheat to market—one and one-half times more in four months than in the eight months.

The pool, of course, professes to sell direct. The pool sells lots of wheat on the Winnipeg Grain Exchange, millions of it. If selling direct means cabling over night to exporters, to Liverpool and other places and getting their offers, that is something our members had been doing for thirty years before the pool was born.

No New Feature Introduced by Pool.—The pool, of course, promised great things in regard to the changing of the methods of handling wheat. It has not introduced a single new feature into the handling of wheat in Canada, neither as regards grading, dockage nor anything else. It has some 800 elevators of its own, but it has made contracts with our elevator companies by which every elevator in our west is handling pool wheat, receiving it and forwarding it, and in handling pool wheat they just handle it as they have always handled non-pool wheat. Most of the pool wheat is shipped to our commercial terminal elevators. There is no change there, not even in regard to mixing or in regard to any feature that our western farmers used to criticize so badly.

In other words, the pool is a new grain-handling, grain speculating concern, new only because the stock is held by the farmers themselves. It is new in no other marketing respect. It is new in this—the pool never tells the farmer what it is doing, I mean in the sense of accounting. It is new in the system of payment—it runs a pool account for every grade and it pays the farmer the average of the grade. There is no other difference between the pool and the large grain handling concerns. So far as the physical handling and the marketing of the grain is concerned, they are just identical, and it is being found out.

The reason the pool has been successful, of course, is partly the high international prices, also partly the profound disappointment of farmers when deflation came. Go up into that country of ours when prices are low for what they have to sell and high for what they have to buy, and promise them that by another method they will get far higher prices, they will get far more money, they will have more money for their wives and for their children. They will build better schools, better roads and better everything. That was just the story that was told by a very eminent American—and you know in Canada we believe everything

any good American tells us, and very many of our people believed that, and so we have the pool.

Brilliant Promise of American Agitator.—I might be cynical enough to add that some of these brilliant promises of our American visitors do not pan out in the long run and then we are angry. We are angry with the agitator and the prophet. We ought to be angry simply with ourselves.

We are still full of hope in the Winnipeg Grain Exchange. The curious thing is that our seats are selling at a higher price than they ever sold before. I believe they are right now about \$10,000 or \$11,000 apiece. About two weeks ago we were selling seats at \$10,000 apiece after five years' activity of the pool. When the pool started they were about \$6,000. The activities of the pool have led to that. Of course, some of our exporters have been a bit hurt, and some of our brokers have lost money, but our great elevator companies and all classes of useful men in our Grain Exchange are still going strong, and, as long as there are laws governing international trade and so long as we produce wheat, we feel confident our exchange will handle the greater part of it one way or the other.

In Canada things are growing better, steadily and steadily better. It is often a slow process, but our sun is still shining, our business is increasing. Even our industrial business is increasing, and there is a marked increase in our business with the United States. Our relations with this country are still of the most cordial and friendly character, and so long as we maintain those cordial relations and so long as we have our own natural resources to develop we look forward to the future with very considerable confidence.

PRES. STURTEVANT: I have written a detailed report as president which I will turn over to the trade papers but which I will not attempt to read to you today. The President's Annual Address follows:

President Sturtevant's Address.

My first duty, I believe, is to express my appreciation, and that of the Ass'n, to those who have served as members and chairmen of our com'ites. These men have given freely of their time and efforts to further our welfare. They serve without remuneration, and because they are public spirited, and for the love of the work. The success of the Ass'n is due to their efforts, and I am very glad to have an opportunity to publicly thank them.

It is essential that an organization such as ours should have an efficient paid executive to supplement the work of our volunteer com'ites, and we are very fortunate in having Sec'y Quinn to handle our affairs for us. From

a personal standpoint I have found it a pleasure to work with him.

I believe it is fitting at this time that mention should be made of the death of Mr. J. W. McCord of Columbus, O. Mr. McCord was, at the time of his death and had been for many years, chairman of our Executive Com'ite, and the absence of his familiar face and wise counsel is a most severe loss to the Ass'n.

Arbitration.—This Ass'n was one of the first of the commercial organizations to establish compulsory arbitration between its members, and we have always considered this part of our Ass'n work to be of the greatest importance. We offer to our members a method whereby they may settle and adjust their trade differences at a minimum cost, and with a minimum loss of time.

The Trade Rules Com'ite advises members as to their rights in any given controversy, and the work of this com'ite has resulted in the adjustment by private settlement of many differences which would otherwise have gone thru the regular course of arbitration. This is a great work, and the Ass'n must use every possible means to support and foster it.

Conflict Between National Ass'n and Exchange Rules.—Ever since the Ass'n was organized and began its arbitration work there has been at times conflict between the Exchanges and the Ass'n on matters of jurisdiction. We have such a question before us at this convention, but as the Grain Exchanges and the Boards of Trade are so strongly represented in our membership, it is folly to assume these differences cannot be adjusted to the satisfaction of everyone. The same men who are responsible for the rules of the Exchanges are partly responsible for our rules and arbitration practices, and it must necessarily be feasible for these men to accommodate these rules to each other so that there may be no ground for a controversy.

There is no question but that the Boards of Trade should have jurisdiction over controversies between their members. There is no question but that this Ass'n should have jurisdiction over controversies between its members who are not also members of any Board of Trade or Grain Exchange. The conflict arises when disputes occur between a member of an Exchange on the one hand and a member of another Exchange, or no Exchange, on the other, both of the parties being members of this Ass'n. We recognize rules of the established Exchanges whenever contracts are made subject to them, and in such a case if there is a conflict between Exchange rules and Ass'n rules, the Exchange rule should take precedence.

As a member of several of the Exchanges it is my firm opinion that the best results would be obtained if a proper method could be devised whereby this Ass'n would assume jurisdiction of all trade disputes except those arising between members of the same Exchange, and when the transaction and dispute was clearly made subject to rules of such Exchange. I believe that our method of arbitration is the most efficient and fairest. It gives to litigants the opportunity of having their disputes adjusted by experts. As we have few oral hearings practically all of our differences are settled by a com'ite, which considers only documentary evidence, and the personal feelings and antagonisms which inevitably arise in an arbitration case where the contestants meet and dispute are very largely absent.

After considerable experience with both Exchange and Ass'n arbitrations I am very clear that I would prefer to have all of my trade disputes settled by an arbitration com'ite of this Ass'n thru mail submittal rather than appear at a hearing where the members of the com'ite are usually personal friends of one or both contestants, and with the best intention in the world are necessarily under suspicion of personal bias.

The matter of conflict in jurisdiction will be presented to you in detail at a later session by Mr. S. P. Mason, chairman of the Trade Rules Com'ite.

The Ass'n is most fortunate in having for chairman of its Transportation Com'ite a gentleman who has had a lifetime of experience in the grain business and in traffic matters, and who in addition is able and willing to give so freely of his valuable time to the work of the Ass'n.

The Transportation Com'ite, under the able chairmanship of Mr. Goemann, has at last settled the controversy with the carriers with reference to the so-called deduction for natural shrinkage. This settlement, which we trust is final, is due to the efforts of Mr. Goemann and his com'ite, and the thanks of this Ass'n is particularly due them by reason thereof.

Under present day conditions our legislative work is the most important the Ass'n has to do, and we are handicapped by a lack of funds necessary to handle properly such matters. Other trade ass'ns have paid representatives whose sole duty is to represent their interests in Washington, or they employ special counsel for that purpose when necessary.

No other interests have any better representation so far as personnel is concerned, but

our members all have their own affairs to look after, and Secretary Quinn has many other duties to perform. We should have the necessary financial support to carry on properly the work, and in this connection there has been under consideration for several years the question of raising our annual dues. Certainly \$20 a year is a most inadequate amount for annual dues in an Ass'n that carries on as many activities and furnishes its members with such service as does ours. This, I believe, is a matter of policy which should receive the careful consideration of the membership and the board of directors.

Price Fixing Legislation.—The most important and outstanding event in the Ass'n's current year was the passage of the McNary-Haugen bill by Congress and its veto by the President. Our very able Legislative Com'ite, assisted by Sec'y Quinn and other members of the Ass'n who were drafted for that purpose, gave freely of their time and efforts at Washington combating this measure.

Their efforts with the members of Congress met with failure, altho it is certain that a majority of our representatives and senators believed the measure to be unsound, and voted for it only for political reasons. It was, therefore, most fortunate for the farmer, the consumer and the grain trade that President Coolidge refused to be swayed by popular clamor and had the foresight, the clear understanding and the courage to veto this most pernicious piece of legislation. It is very gratifying that he should have, in his veto message, adopted every major argument which we advanced in opposition to the bill.

The proponents of the McNary-Haugen idea will undoubtedly present to the next Congress a modified form of the old bill, which will include in its provisions the equalization fee in some form. We are advised that the administration will propose a farm relief measure similar to those considered at the last session of Congress, and which were intended to foster the co-operative marketing of farm products. It is certain that other ideas and schemes to help the farmer will be proposed, and in all probability any of these measures will, if enacted into law, be detrimental to the farmer and the grain dealer, and as their avowed object is to increase the cost of food, they must necessarily, if in any degree successful, injure the consumer.

Political agitation against the grain trade is a popular pastime with our legislators. We have been investigated, legislated against and lambasted by the press, in the halls of Congress and by state legislatures for more than a generation, but in spite of this opposition we have developed the most efficient marketing system the world has ever known.

We perform that most necessary function in the economic life of the country, the distribution of grain. We have saved the farmers billions of dollars by efficient methods, and while, like every other line of business endeavor, the present system has its faults, still it is the product of natural economic development. It continues to improve and develop and grow, and while doing so it functions. It distributes the grain of the country at a lower cost per unit of production than is possible in the case of any other commodity, or than is possible in any other country.

We are, therefore, opposed to any form of legislation that will directly or indirectly break down this efficient system, and that proposes to substitute therefor the untried theories of impractical dreamers, theories based on false statements, incorrect facts and undigested statistics.

Federal Support of Co-operative Marketing.—We are advised that the policy of the administration will be to foster and support the co-operative marketing. Experience has demonstrated that the theory of co-operation is successful when applied to certain farm products, the production of which is confined to restricted areas, and that such success is very largely the result of standardization, improving the quality of the product, marketing only the best grades, and creating a consumptive market by intensive advertising and high-powered sales methods.

None of these factors are properly applicable to the marketing of grain, and it has yet to be demonstrated that any grain pool or co-operative marketing movement has effected any savings or economies compared with our well-tried and firmly established grain marketing system. As a matter of fact, the present system is the greatest and most outstandingly successful co-operative organization in history. The grain markets of this country are open to all. Every producer and every consumer reaps the benefit of their efficient organization, and insofar as the merchandising of grain is concerned, the margin between the price paid to the producer and the cost to the consumer is so small that it leaves no room for any possible saving by co-operation.

If co-operation is economically sound, it will, under our American system, demonstrate its inherent soundness by unaided success. It will need no legislation, no subsidy, and no governmental paternalism. If it is unsound no amount of governmental aid will make it successful.



Pres. C. D. Sturtevant, Omaha, Neb.,
Re-elected.

Price Fixing a Failure.—Coupled with most of these measures is some legislative device to enhance values by buying and holding, or selling at a loss the surplus over domestic requirements. In other words, by manipulating the market.

Our experience teaches us that while manipulation can temporarily change the grain values it cannot permanently alter the level of prices established by the law of supply and demand. The history of the trade is strewn with the financial corpses of men who have singly and collectively tried to do this. It may be argued that the immense powers and resources of the federal government can accomplish what no private individual or association of individuals could do. If we were dealing with a purely domestic problem this might be true, but grain production and distribution is a world problem and includes so many factors not within the control of our government that we believe any scheme to manipulate artificially prices is foredoomed to failure, and that the resulting disaster will be all the greater because of the immense resources and powers to be used.

Conceding that there is a farm problem, that prices of farm products should be raised to a higher level as compared with the prices of all other commodities, and conceding that all lines of industry, other than agriculture, have successfully weathered the storm of post-war deflation, and that the problem before the country today is to bring agriculture back to parity, how is this to be accomplished? Shall we tax the public and subsidize the farm directly or indirectly by means of an export subsidy? Shall we reduce the tariff and thus theoretically reduce industry and labor to the level of agriculture? Shall we promote co-operative marketing on a national scale and thus theoretically only eliminate the middleman and his profits? Shall we organize the farmer so that he can hold back his products for higher prices? Shall we use any of these, or many other political remedies that have been proposed by the so-called farmers' friends, or shall we apply to the agricultural problem the same methods that industry and the railroads used when confronted by hard times after the war?

They have successfully deflated and have come back to a high degree of prosperity. Agriculture has successfully deflated and has come back, possibly not to such a high degree as other lines, and now we want to bring it to the top. Did industry demand a subsidy or co-operative marketing or an equalization fee? Did they prosper by organizing to hold their products off of the market? Did they increase their profits by reducing their surplus? On the contrary, the progress of industry, labor and the railroads is the direct result of the production of additional surplus, but at little additional cost. More products per machine, more profits for the employer, more products per man, and more wages for the man.

Agriculture has done the same thing, but not to such a marked degree, and I believe the solution of the farm problem is in the economic field rather than in politics. The best minds in the country are working on it today, studying every phase of farm production and marketing. That is a good American way to solve a business problem, first find the trouble and then apply the obvious remedy, whatever it may be.

We are, therefore, in hearty accord with, and will lend our support to, any proposition that will by sound economic methods enhance the value of grain, but we must go to Washington again next winter and oppose to the limit of our ability every legislative attack upon our present efficient grain marketing system, and every proposal that seeks to control or affect prices by manipulative methods.

The results of our efforts in Washington will be largely dependent upon our strength as an organization. If we go there as a weak ass'n of limited membership, representing only a part of the trade, our influence will be small. In this single field of our activities alone we should have the active financial and moral support of every individual and company interested, directly or indirectly, in the grain trade, and every such individual and company that does not hold membership in the Grain Dealers' National Association, either direct or affiliated, is allowing others to fight his battles, and by denying his support is lessening the chances for victory.

Thanks of the Ass'n are due to the membership committee and to the boosters, particularly Mr. Geo. E. Booth, of Chicago, who, as usual, takes the first prize.

In spite of their hard work and earnest efforts our membership is not increasing. This is due in part to the present trend in all lines of business in the direction of combinations and fewer companies engaged in the trade. As a consequence, the number of possible members in our Ass'n is decreasing year by year, and that is all the more reason why we must use our most earnest efforts to enroll every one who is eligible for membership.

I am therefore making a most earnest appeal, first to the membership com'mitee and the boosters, not only to continue, but to increase their efforts during the coming year; and second,

to every grain dealer and member of affiliated trades, to join with us, and by giving us your moral and financial support, enable us to continue and increase our activities for the welfare of the grain trade of the United States.

Booster Prize Presentation.

The President: Of course everybody in the business knows Geo. Booth. He has come to be our regular and permanent "first prize" man. It gives me great pleasure to present to Mr. Booth the very small reward for the large number of members he gained the past year for the Ass'n, 20 members.

It is a pleasure for me to give second place to Mr. W. H. Harter of Minneapolis for getting 10 members. A. E. Williams of Cleveland, O., and Leo Potishman of Texas are tied for third place, each having obtained 8 members.

Geo. Booth, Chicago: I am glad to be of any help to the Ass'n. The credit is due to the Chicago grain men and not to myself. I have just gotten Chicago men to join.

PRES. STURTEVANT named the following special booster com'mite: Geo. Booth, Chicago; Alex S. MacDonald, Boston; L. H. Connell, Denver; W. H. Harter, Minneapolis; D. L. Smith, Los Angeles; W. F. Beardsley, St. Louis; Frank Bell, Milwaukee; Douglass W. King, San Antonio; C. A. Bulpitt, Ft. Dodge; Roy Welsh, Omaha; I. C. Harden, Omaha.

CHAS. QUINN, Toledo, O., read part of his report and said he had received a recommendation from the Feed Arbitration Com'mite that we ought to have two com'mites, one from the East and one from the West, the trading methods being different.

Annual Report of Secretary Quinn.

In the early years of the Association's life it had problems, but none of them were of the scope or seriousness of those now confronting the trade. They were problems affecting the actions of individual grain merchants—problems of commercial morality, of transportation, of uniform grades, of trade rules, and so forth. But the problems of today involve the very existence of the independent grain trade itself.

It is no longer a question of whether the grain dealers should evolve among themselves a code of ethics so that the relations between man and man should be placed on the highest plane, but it is a question of whether the grain men should be permitted to exist at all.

The "forward-looking" gentlemen would abolish the whole system of grain distribution and substitute therefor a scheme that has never been more than a partial success, and then only in restricted areas. A better illustration of Retrogression in the name of Progress it would be difficult to find.

What has the growth of invention to do with the eternal law of Supply and Demand, for example? One would think that it had everything to do with it if one listened to the current arguments made by the proponents of federal legislation in the supposed aid to agriculture.

"The present system of grain distribution," writes one of the most prominent advocates of McNary-Haugenism, "has outlived its usefulness. Progress is shown everywhere except in the distribution of the farmer's products."

A supporter of the Fess bill said in an interview in the press the other day: "We will blaze the trail in grain distribution as Lindbergh blazed the way to Europe."

Here you have two entirely separate and distinct ideas combined, with the resulting confusion in the popular mind. Because Lindbergh blazed an air trail across the ocean it must follow that there is something wrong with the present system of grain distribution!

This is the kind of loose thinking the grain trade is called upon constantly to combat. It is equivalent to saying that because Lindbergh flew to Europe there is something wrong with the law of Gravitation, or with Evolution, or with the Einstein theory.

But this is what always happens when Politics enters the field of Science or Economics.

With the cooperative movement as such we have no quarrel. Many cooperative companies belong to the Association, and we are proud to enroll them. Cooperation is an idea, a method of distribution. It is entitled to a fair field and a fair trial, but no more than that. Our fight is not with cooperation per se, but with the politicians who know nothing about the grain business and care less. We oppose them when they advocate legislation the effect of which would be disastrous to the farmer, to the country and to the grain dealer. If pooling of grain is sound in principle it should be

worked out, not by the government which has no right to enter private business, but by the farmers themselves. To permit the government to finance and thus direct the movement is not Progress but Retrogression. It is a step in the direction of state socialism and a notice to the world that the American farmer has surrendered his heritage which involves the loss of that liberty of action which has made him the most independent citizen in the world.

FEDERAL INSPECTION OF GRAIN.

There was introduced in Congress on Feb. 12 a bill to establish federal inspection of grain. This measure was sponsored by Senator Frazier, of North Dakota, and is known as S. 5696.

In the new Congress the bill will doubtless be pushed forward. The delegates to this convention should discuss the measure fully and express their opinion, through an appropriate resolution or otherwise, on the question of federal inspection. The officers of your Association desire that some definite action be taken as a guide to them in handling the matter in the next Congress.

TAX ON FUTURE TRADES.

President Sturtevant and F. G. Horner, chairman of the Committee on Legislation, will in their annual reports refer to the effort of the Association to secure the abatement of the tax on future trades in cash and speculative grain. This tax was placed in the revenue bill of 1917 as a war measure. As nearly all the "nuisance" taxes have been removed, it is hoped that the Joint Congressional Committee, which is now studying the effect and operation of the existing law, can be prevailed upon to relieve the trade of this annoyance and burden.

TRADE RULES.

When C. D. Sturtevant was elected president of the Ass'n at the last annual meeting there was doubt that a successor could be found to take his place as chairman of the Trade Rules Committee. Mr. Sturtevant had done such



The Entrance to the Omaha Grain Exchange
Echoed a Warm Welcome to the Visitors.

effective educational work among the members that it was believed to be impossible to find anyone who could so adequately carry on his valuable labors.

S. P. Mason, of Sioux City, Iowa, has now been chairman of the Trade Rules Committee for a year and he has filled the position so acceptably that none of the members has observed that a change has taken place in the chairmanship of the committee. Mr. Mason has been a member of the committee for a number of years and thus he gradually prepared for the promotion. His work in answering trade rule inquiries has been able and shows that he is fully qualified for this important position. He has started in right where Mr. Sturtevant left off and he has continued the work to the complete satisfaction of everyone. The Association is indeed indebted to him for his valuable contribution to its efforts to bring to the members a knowledge and appreciation of the trade rules.

Mr. Mason was unfortunately quite ill for several months last spring but he has recovered his wonted good health and is receiving the congratulations of his many friends upon his recovery. During his illness President Sturtevant answered all trade rule questions in addition to his other labors on behalf of the Ass'n.

The chairman of the Committee will not have any changes to offer to the trade rules at this convention. This is because nothing has transpired during the year to call for changes. No demands have come from any quarter for new rules or for modifications or alterations in the old ones.

Terms: At the Buffalo convention last October President Sturtevant was directed to appoint a committee of three to visit the New York and Philadelphia markets in an effort to come to an understanding with the members of these exchanges over the meaning and application of Section (b) of trade rule No. 2. This section reads:

"The word 'Terms' shall mean that the weights and grades of a shipment shall be determined in the market agreed upon at the time of sale, it being understood, in addition, that whenever applied to a terminal market the word 'Terms' shall be construed to mean that all the rules governing that market shall obtain."

One of our Philadelphia members refused to arbitrate a trade difference before the National Ass'n on the ground that he had purchased the grain in dispute on Philadelphia "Weights and Grades." He construed this contract to mean Philadelphia "Terms," and took the position that "Weights and Grades" and "Terms" are interchangeable.

The directors of the Commercial Exchange of Philadelphia upheld this position in a resolution. Under Section (b) of Rule No. 2, just quoted, the "Weights and Grades" of a market are not the "Terms" of that market but merely two of the contractual conditions. Had the Philadelphia member bought the grain subject to Philadelphia "Terms" there would have been no controversy and no expulsion because the Ass'n would have ruled that the "Terms" of a market embrace all of its rules and regulations, and among these rules and regulations local arbitration would, of course, be included.

UNIFORM GRADES.

No important changes were made during the last year in the official grain standards of the United States for grain. There were, however, some relatively minor changes made in the grades for barley.

On June 17 the Secretary of Agriculture signed an order making amendments to the barley grades (Class 1) to become effective September 15, 1927.

Under these conditions the Uniform Grades Committee of the Ass'n has not been very active during the year. The work of this committee was naturally lightened when the federal government took over the inspection of grain following the passage of the Grain Standards Act in 1916.

ARBITRATION

The following table shows the work of the seven arbitration committees and the arbitration appeals committee during the year:

Number of cases at the beginning of the convention year	21
Number of new cases filed during the year ..	35
Total	56
Number of arbitration decisions during the year	13
Cases withdrawn	4
Cases settled direct	8
Cases dismissed	2
Cases pending	29
Total	56
Appeal cases pending at the beginning of the convention year	6
Cases appealed during the year	5
Total	11
Appeal cases decided during the year	5
Appeals withdrawn	2
Appeal cases pending	4
Total	11

The number of arbitration cases continues to decline due, no doubt, to the work of the Trade Rules Committee, the able chairman of which answers many trade rule inquiries. These inquiries and the answers of Chairman Mason are published regularly. It has become the rule rather than the exception for a prospective plaintiff to ask the chairman of the Trade Rules Committee for a decision in a hypothetical case before bringing an arbitration action. If Mr. Mason's reply is unfavorable, the chances are the case will be dropped.

Another reason for the decline in the number of arbitration cases is doubtless found in the fact that the members as a whole are much better informed on the trade rules.

The number of arbitration cases filed annually with the Association for the last seven years follows: 1921, 157; 1922, 110; 1923, 81; 1924, 75; 1925, 53; 1926, 48; 1927, 35.

Expulsions: The two members expelled during the last year were the Carpenter Grain Co., Battle Creek, Mich., and The Jackson Grain & Milling Co., Jackson, Mich. Both expulsions came as a result of the refusal of the parties named to pay awards given against them by arbitration committees. And speaking of expulsions, it will also be of interest, no doubt, to present the expulsions caused by refusal of members either to arbitrate or to pay arbitration awards: 1921, 18; 1922, 23; 1923, 6; 1924, 4; 1925, 9; 1926, 3; 1927, 2.

Again it will be seen that the deflation troubles following 1920 are reflected in Ass'n arbitration. After 1922 the number of expulsions rapidly declined, though in 1925 they showed an increase over the two previous years. In 1926 and again this year they dropped almost to the vanishing point.

Decisions: The Association has seven arbitration committees and these committees decided but 13 cases during the year. This is less than an average of two cases to a committee. The number of arbitration cases decided annually in the last seven years follows: 1921, 93; 1922, 49; 1923, 43; 1924, 37; 1925, 23; 1926, 29; 1927, 13.

The above table is presented to show how the labor of the seven arbitration committees have been lightened. Last year the seven committees decided but 13 disputes while in 1921 the number was 93. Surely with this lessened burden the seven committees ought to be able to give prompt decisions in all disputes sent to them. Unfortunately this is not always the case. Some of the committee chairmen are very prompt in handling cases but some of the others do not seem to appreciate the necessity of a quick disposal of all disputes that come to them.

Arbitration cases should not be pigeonholed in the desks of committee members and allowed to remain there for weeks and months. If the Association cannot dispose of its cases with expedition its prestige is sure to suffer.

Changes: Your secretary would suggest that at least two changes be made in the Arbitration Rules. Both of these suggested changes are the result of disputes that arose during the last year.

Jurisdiction: The first suggestion is that the Arbitration Rules be amended so as to provide

that there shall be no conflict in authority between the Grain Exchanges and the Ass'n. A rule should be written defining definitely the jurisdiction of each. A case arose between two members of the Buffalo Corn Exchange and both of these dealers are direct members of the Ass'n. Compulsory arbitration is provided in the rules of both the Corn Exchange and the Grain Dealers National Ass'n. One of the parties to the dispute wanted the case arbitrated before the Ass'n and the other insisted upon Corn Exchange arbitration. Here was a direct conflict of authority.

The case was submitted to the Board of Directors of the Ass'n and the members of this board voted in favor of Corn Exchange arbitration on the ground that the Ass'n has never attempted to usurp the functions of regularly organized Grain Exchanges.

Had the directors voted to compel the member favoring Exchange arbitration to arbitrate before the National Ass'n a dangerous precedent would have been established. The Ass'n would then have taken the positive position that its arbitration superseded Exchange arbitration and this would have caused friction between the Exchanges and the Ass'n. It is manifest that the Ass'n has no desire to handle all the arbitration disputes that arise in the grain trade. Disputes between members of Grain Exchanges should be arbitrated within their Exchange, unless both parties desire Ass'n arbitration. To take any other position would cause trouble with the Exchanges. If the Ass'n took the position that it had authority in all arbitration cases between Exchange members who belonged to the National we would find it impossible to differentiate between cash trade disputes and disputes covering future trades. The last named cases were never contemplated when our Arbitration Rules were framed.

Discipline: Your secretary's second suggestion for a change in the Arbitration Rules is in relation to the disciplining of a member against whom an arbitration award has been made and who does not refuse to pay the said award, but apparently is unable to do so.

A rule to cover this situation should be framed. Within the last year one of our members secured a judgment in a civil court against another member. The plaintiff did not ask for arbitration because truly there was nothing to arbitrate. There was no question about the liability of the defendant who freely admitted from the beginning that he owed the sum claimed by the plaintiff. The plaintiff preferred civil action so that he might possibly be able to levy on the property of the defendant. He knew that the defendant would never pay an arbitration award because he did not have the money.

The defendant could not be expelled from the Ass'n because under our rules we can expel for but two causes—refusal to arbitrate or refusal to pay an award of an arbitration committee. As there was no arbitration before the Ass'n the hands of the directors were tied.

The defendant stated that he would pay the civil court judgment "as soon as he was able to do so." He did not try to escape payment and never questioned the justice of the judgment. All he would say was that he would pay "when he could."

He has never paid the judgment and will never pay it unless his fortunes take a turn for the better, and yet he was a member of the Ass'n for nearly a year after the court judgment was given. In all that time he was doing business as a member of the Ass'n though he was in no position to meet his just obligations.

Your secretary thinks that something should be done to remove such dealers from the membership rolls. Only solvent dealers should be allowed to do business as members of the Ass'n, otherwise the motto "They Observe Their Contracts," which motto we print at the head of our membership lists, has no meaning.

For some time there has been a demand on the part of members that the Ass'n formulate a rule providing for default judgments in arbitration cases.

Before suggesting such a rule your secretary took the matter up with the American Arbitration Ass'n, of New York City, and asked that they submit it to their legal department for an opinion. This opinion has been given after an examination of the arbitration laws of the various states and the common law governing contracts.

The opinion is to the effect that while default judgments may be obtained in arbitration cases yet they may be secured only after a resort has been had to the courts. In other words, the Ass'n cannot give a default judgment by any of its arbitration committees (in event that a defendant refuses to file his papers) until an action is brought in a civil court. If the Ass'n should prove to the court that the defendant had signed an agreement to arbitrate and then had refused to file an answer to the plaintiff's petition, the court would issue an order commanding the defendant to meet the issue. If the defendant still refused to file his papers the arbitration committee could then give a default judgment.

It will be seen at once that such a proceeding



A Trail of Corn Stalks Freightied with Golden Ears of Corn, Led from the Convention Headquarters to the Grain Exchange Building.

makes default judgments by our arbitration committees impracticable. The Ass'n could not go to the expense of engaging attorneys to appear before courts in the various states in order to obtain default judgments. The law is too cumbersome and unworkable and at present the question of default judgments seems to be one that cannot be worked out at least by a national organization.

MEMBERSHIP.

The membership of the Ass'n—direct, associate and affiliated—is as follows:

Direct and Associate:

Direct and associate members on Oct. 18, 1926	1,163
Direct and associate members secured since the last convention ...	176
Total	1,339
Direct and associate members in good standing on Oct. 8, 1927	1,079
Number of delinquents	53
Direct and associate members lost during the year from the following causes:	
Resignations	129
Gone out of business	40
Dropped for non-payment of dues	35
Expelled	2
Dropped from membership list for violation of Section Five of the Grain Standards Act	1
Total	1,339

Affiliated Members:

Affiliated members reported at the last convention	2,406
Affiliated members Oct. 8, 1927	2,324
Decrease	82

Direct, Associate and Affiliated:

Total number of direct, associate and affiliated members reported at the last convention	3,569
Total number of direct, associate and affiliated members on Oct. 8, 1927	3,456
Decrease	113

During the last 14 years 3,487 new members were secured and 3,149 members were lost for various causes such as resignations, gone out of business, dropped for non-payment of dues and expelled. During the last year the name of one member was removed from the rolls for violation of Section 5 of the Grain Standards Act.

In the last fourteen years 83 members have been expelled from the Ass'n for refusal to arbitrate or refusal to pay arbitration awards. While the war prosperity lasted the number of firms that retired was relatively small, but in 1920 it reached the 100 mark and in the following year 149 quit the grain trade. In 1923 grain men seem to have been hit the hardest because in that year 170 members went out of business. During the fourteen years the total number of members who retired from the grain trade was 948.

The above tables are presented because they throw light upon the wonderful work of the boosters who year after year have struggled manfully to repair the losses caused by resig-

nations, going out of business, expulsions, etc. It is only too trite to say that no trade organization can exist unless new blood is constantly brought into it. Misfortune, death and other causes operate constantly to deplete the ranks and these ranks must be filled up. It is a never ending struggle.

During the last year the Ass'n, your secretary is pleased to state, affiliated another organization when the directors voted to admit the Central Retail Feed Ass'n, with headquarters in Milwaukee, Wis. This affiliation was secured through the able co-operation of W. A. Hottensen, of Milwaukee.

The admission of this latest organization gives the Ass'n twenty affiliated bodies, of which number four are exclusively feed ass'ns.

President Sturtevant will at this convention award four prizes to the four highest members in the Roll of Honor list, this list containing the names of those who secured new members since the last annual meeting. The four prize winners are: Geo. E. Booth, Chicago; W. H. Harter, Minneapolis; Leo Potishman, Fort Worth, Tex., and A. E. Williams, Cleveland, Ohio.

At the Buffalo convention last October cards were distributed among about one hundred members, these cards pledging the signer to secure at least one new member for the Ass'n before the next annual meeting. The Buffalo convention also adopted the slogan "Every Member Get a Member!"

A number of those who signed the cards later made good their pledge but some of them did not. It would be unfair to state that those who did not obtain a new member failed because of lack of effort. Doubtless they all tried earnestly to get at least one application.

Trade methods and political conditions change but securing new members, like the eternal brook, goes on forever. No matter what the Washington policy toward the organized, independent grain trade may be; no matter how economic conditions in Europe may change, and no matter how the domestic grain trade may itself undergo changes because of prohibition, the automobile or other causes, the question of securing new members remains. How are these new members to be brought into the Ass'n?

FINANCIAL STATEMENT.

Presented herewith is the financial statement of the Ass'n for the current convention year. This statement shows a surplus amounting to \$11,463.72. It is most gratifying to state that this is an increase of \$726.82 over last year when your secretary reported a surplus of \$10,736.90.

This is especially pleasing when it is remembered that the Ass'n has been under heavy expenses, especially with reference to legislative work. It shows that the resources of the organization are carefully husbanded and that no money has been spent except when it was absolutely needed to further the work of the Ass'n.

The increase in the surplus is caused for further gratification when it is remembered that there was a slight decrease in the membership.

Each year the books of the Ass'n are audited by chartered accountants and their reports are presented to the auditing committee appointed

at the convention. Following is the financial statement:

FROM OCT. 18, 1926, TO OCT. 10, 1927, INCLUSIVE.

Cash on hand last report	\$ 4,736.90
United States Liberty Bonds	5,000.00
Certificate of deposit	1,000.00

\$10,736.90

RECEIPTS.

Direct dues	\$18,260.50
Direct memberships	3,353.00
Associate dues	448.50
Associate memberships	58.50
Regular subscription to "Who Is Who"	603.00
Affiliated subscription to "Who Is Who"	1,088.75
"Who Is Who" advertising	14,020.11
Sundries	37.53
Arbitration deposit fees	1,695.00
Affiliated dues	1,088.75
Investments	252.50
Subscription to Vol. 1, Arbitration and Appeals Decisions	5.00
Subscriptions to Briefs on Co-operation	24.00

Total receipts

\$40,935.14

Grand total

\$51,672.04

EXPENDITURES.

Salaries	\$13,844.09
Office supplies	1,254.84
Express and telegrams	133.55
General printing	233.20
"Who Is Who" in the Grain Trade	12,552.96
Office rent	1,962.60
Telephone rent and tolls	137.00
Refund arbitration fees	975.00
Legislative expense	1,803.01
Officers' traveling expense	701.48
Secretary's traveling expense	806.06
Postage	1,325.00
Sundries	139.74
Convention expense	2,628.03
Arbitration expense	957.11
Transportation expense	754.65

\$40,208.32

In Bank:

Commercial account	\$ 5,136.72
United States Liberty Bonds	5,000.00
Certificate of deposit	1,000.00
Petty cash account	327.00

\$11,463.72

\$51,672.04

PRES. STURTEVANT read the names of the following com'ites:

NOMINATING COM'ITE: Bert J. Dow, Davenport; E. M. Wayne, Delavan; Jas. L. King, West Chester (Philadelphia); B. E. Clement, Waco; Fred Hoose, Kansas City; O. F. Bast, Minneapolis, and J. H. Caldwell, St. Louis.

RESOLUTIONS COM'ITE: E. C. Eikenberry, Camden; H. I. Baldwin, Decatur; R. W. Hale, Nashville; Mr. MacIntyre, Seattle; W. J. Edwards, St. Louis, and L. F. Gates, Chicago.

AUDITING COM'ITE: Henry A. Rumsey, Chicago; E. W. Childress, Temple, Tex.; Glen Morris, Sterling, Colo.

SPECIAL COM'ITE to consider recommendations of President and Sec'y: S. P. Mason, Sioux City; A. S. MacDonald, Boston; Geo. B. Wood, Buffalo; H. W. Reimann, Shelbyville, Ind., and W. A. Hottensen, Milwaukee.

Adjourned to Tuesday morning.

Service.

LAMSON BROS. & CO. headquartered conveniently in Parlor A, on the "mezz" floor, just off the convention hall, where continuous quotation and market service was consistently rendered. Cables, gossip, cigars, etc., were liberally dispensed by the genial Arthur G. Torkelson. Three members of the company were also present, namely, L. F. Gates, George E. Booth, and E. F. Thompson. Others were Jewel Bockwitz and Ward Simpson.

James E. Bennett & Co. liberally dispensed service from the "mezz" and third floors. A wire brought their news and gossip, quotations and cables, in charge of the notorious Kenny Pierce, Bob Swenson, "Mike" Clark, Homer Barlow, C. C. Callen, and S. A. Stenson.



From Every corner of the Trading Hall of the Omaha Grain Exchange Attractive Decorations Reflected a Warm Welcome.

Tuesday Morning Session

Tuesday morning's session began with an address by Hon WALTER H. NEWTON, member of Congress from the Fifth Minnesota District, Minneapolis, Minn., on "Congress and the McNary-Haugen Bill." In part he said:

Legislation can not sustain inflated prices of farm lands.

In May, 1924, a bill came up for consideration and was very decisively defeated. It was intended to meet the situation that then existed, to fix prices by a ratio system, on the basis of an all commodity index prepared for years by the U. S. Dept. of Labor Statistics. It met with defeat. Agitation broke out for it again.

A second bill was introduced leaving out the ratio price fixing, the price to be controlled by a Federal Farm Board regulating exports. Rice was included and cattle and all the products of sheep, cattle and swine. Butter was included, and cotton the great staple of the South.

The framers forgot that cotton could not be regulated by regulating the imports, cotton being an export commodity, none being imported to any great extent. Cotton was included, to get votes.

Com'ites are made up to be representative geographically, to reflect the judgment of the House. All three measures were reported out by the com'ite, as the com'ite could not agree. The result was that in 1926 no legislation on farm relief was enacted.

In 1927 it was perfectly apparent at Washington that partisan politics was creeping in. It came up again, was reported out of com'ite and considered in the House. In the com'ite there were 11 for and 10 against the bill. The yardstick had been eliminated, and there was no limitation whatever on the Federal Farm Board in fixing prices. The embargo feature was eliminated.

An embargo has always been unpopular, and so it was eliminated from the third McNary-Haugen bill. Cattle was eliminated. Rice and tobacco were included as basic commodities. One member asked whether it applied to smoking or "chewing" tobacco. They thought that to make a commodity basic it was only necessary to have Congress declare it such.

Along came the Senate bill. It was somewhat different, containing 24 amendments; but they deemed them so important they did not want them deliberated in the House com'ite.

Price insurance was inserted in the Senate bill. A distinction was made in the Senate bill, between different grades of tobacco in the amount of the equalization fee. We had tried to get this distinction for wheat grades, but had failed.

A clause was inserted for the purchase of grain marketing elevators, evidently to take off the hands of the Grain Marketing Co. the elevators it had contracted to buy. The word went out on the floor of the House that this bill must be passed just as it came from the com'ite without the crossing of a "t" or the dotting of an "i."

Deliberation was lacking in the consideration of all three McNary-Haugen bills. Congress went along the line of least resistance and voted for it.

An inducement to grow larger crops will create a surplus leading to lower prices and disaster.

From 1924 to 1927 there was not a member of Congress that took corn and pork and traced the transaction from beginning to end. They were cautioned that it would be fatal to do so.

Unconstitutional.—An opinion was held by many members of the House who were good lawyers that the McNary-Haugen bill was unconstitutional; and that since it was a political measure it might be well to enact it and have it tied up in the courts.

Delegation of Power to Tax.—The Federal Farm Board was given power to levy an equalization fee as a tax, a delegation of power that Congress has no power to do. Think of a board composed purely of manufacturers given power as the Federal Farm Board to meet and fix the price of their manufactured articles.

Only Government Agents Could Trade.—Another instance of power that should never be granted to any governmental agency is the disposition of the surplus by the Federal Farm Board thru contracts with processors. The only way a man could engage in exporting or processing was to go to Washington and get a contract as that was the only way he could compete with others who were protected against loss by these contracts.

We demonstrated by a chart that the Spring wheat farmers would get no benefit thru the equalization fee, being already protected by the import duty, giving him a benefit of 30 cents a bushel. We tried therefore to get hard wheat taken out of the bill but were unable to do so.

Rubber control was adopted by the British possession. With rubber up to \$1.20 a pound

by the control, Dutch growers were led to put in a greater acreage. Chemists were put to work to invent synthetic rubber and spot rubber is now down to 33 cents.

The bill will come up again. A certain substantial number of members of Congress is against price fixing. It can only result in a defeat of farm relief or a deadlock between Congress and the Executive.

Opponents of these measures have been confronted with the difficulty of framing substitutes.

The efforts of the Government along the line of waterway transportation ought to be limited to improvement of the channels, and not to invest public money in terminal facilities. This terminal facility should be provided by the municipalities as we have done at Minneapolis.

Development of Missouri River Navigation.

ARTHUR J. WEAVER, Falls City, Neb., delivered an address on "Development of Navigation on the Missouri River," from which the following is taken:

Two years ago there was organized the Missouri River Improvement Ass'n. We stand for the Great Lakes system. It would make a difference of 11 cents per bushel of wheat exported. Our great market is to the South of us, so we stand for both of these improvements.

Since the Panama Canal has been built this Missouri River country is a marooned empire. A rate of 65c from Baltimore as against \$1.20 from Chicago prevents competition. Peet Bros. of Kansas City could not compete after the completion of the Canal and built a big soap plant on the Coast.

We should equalize transportation conditions for this Middle West by giving us also an outlet to the sea.

The engineers are subjugating the Missouri River, which has 23,000 cu. ft. per second flow. The Ohio has only 21,000 cu. ft. per second. This great river of ours will not require a dam from New Orleans, La, to Fort Benton, Mont.

This Missouri Valley has the highest freight rate to the seaboard of any agricultural territory in the world. We need the improvement of our river more than any other section.

Coal, grain, lumber, steel and other heavy and slow moving commodities need water transportation. The business of the Illinois Central Railroad paralleling the Mississippi River barge line has doubled and Pres. Markham of the Illinois Central is an advocate of water transportation.

Sec'y Hoover says it costs \$20 to \$30 to ship 1,000 bus. of grain 1,000 miles on the sea. On the barge service it costs \$70, and on the railroads \$150 to ship 1,000 bushels 1,000 miles.

Improvement of the Missouri River will mean new life to the farmers of these states. It is some farm relief. We need to broaden our policies to give agriculture some benefit.

HENRY L. GOEMANN, Toledo, O., presented the following report for the Transportation Com'ite:

Report of Henry L. Goemann, Chairman Transportation Committee.

The report of the committee submitted at the annual meeting of the Ass'n last year at Buffalo, N. Y., covered fully the subjects of

"Liability of Common Carriers for Loss of or Damage to Grain Shipped in Bulk," also for "scale tolerance" covering differences between loading and unloading weights.

Will therefore not repeat the docket bulletin on scale tolerance, as presume you all are familiar with the subject.

SETTLEMENT OF CLAIMS.

During January of this year I was advised that the carriers were voting in their different committees on the proposed rules as per tentative agreement reached between carriers and shippers. These were finally officially approved by the various committees and the rules were generally becoming effective May 1, 1927, and are as follows:

(a) Carriers will not be responsible for loss due to natural shrinkage.

(b) When liability is established, there shall be deducted from the loss in weight on all grain one-eighth (1/8) of one (1) per cent of total weight of the contents of the car.

(c) This deduction represents reasonable shrinkage due to evaporation or other natural causes is to be made from shipping weights.

(d) Claims will be adjusted by carriers in accordance with the law that governs.

(e) In case of a disputed claim the records of both the claimant and the carrier shall be available to both parties.

The settlement of the claim deduction of 1/8 of 1% on all grain by all the roads seems to be satisfactory to most shippers, but owing to the North Pacific Coast Carriers applying this rule to sacked grain it is not satisfactory to North Pacific Coast Millers and dealers.

The matter of sacked grain was not covered in our original negotiations as they covered bulk grain.

Will be glad to hear from shippers and receivers of sacked grain in territory other than Pacific Northwest if the carriers are applying the 1/8 of 1% deduction on shortage claims covering sacked grain.

In addition we had that part of the rule carried in Central Freight Ass'n tariff I. C. C. 1754 issued by B. T. Jones, agent, covering "Claims for Grain Shortage" which covered clear record cars eliminated which read as follows: "This means that when the record is perfect, claims will not be paid."

This part of the rule was quite objectionable, in view of the provisions of Section 20 of the so-called Cummins amendment.

SUBJECT SCALE TOLERANCE.

In June of this year carriers through their various Freight Committees and Bureaus notified the grain trade of docketing the subject of Scale Tolerance on shipments of grain covering both a commodity tolerance as well as scale tolerance.

Our Association requested that hearings be granted on this subject and suggested that a joint hearing of the various carriers' committees who had docketed this subject be held and which request was granted.

A joint public hearing by the Central Freight Ass'n, Illinois Freight Ass'n, Western Trunk Line Committee and Southwestern Freight Bureau was set for Aug. 9, 1927, at Transportation Building, Chicago, to consider proposed scale tolerance in tariffs of carriers and agents for guidance in the handling and disposition of questions involving differences between loading and unloading weights.

The wording of the docket was such that I felt it went beyond the thought that had been conveyed to me by railroad officials that all they wanted was a basis of adjusting the weights for insignificant differences on ship-

Some of the Ohio Delegates.



S. L. Rice, Metamora; C. E. Patterson, Toledo; Henry L. Goemann, Mansfield and O. W. Randall, Toledo.

ments of grain for the assessment of freight charges.

I, therefore, arranged for a conference with Messrs. A. S. Dodge, of the Western Inspection Bureau, Mr. C. W. Crawford, of the American Railway Ass'n and Mr. F. C. Maegly, Chairman A. R. A. Conference Committee on Grain, with the view of requesting the withdrawal of the dockets or else amending the rule so as to be definite and state it was to cover only the question of arriving at some reasonable, simplified plan or basis of adjusting weights on shipments of grain for the assessment of freight charges.

Mr. E. S. Wagner, Traffic Director, Millers National Federation and the chairman of your committee had a conference with Messrs. Dodge, Crawford and Maegly on July 1, at Chicago, and as a result of this conference Mr. A. S. Dodge, chairman of the American Railway Ass'n Weighing and Inspection Committee, at the joint hearing of carriers and shippers on Aug. 9, offered a substitute rule or simplified plan as follows:

BASIS OF ADJUSTMENT IN WEIGHTS FOR SHIPMENTS OF GRAIN.

"No correction will be made if out-turn weights are within the following number of pounds of the billed weight for the assessment of freight charges.

60,000 to but not including 70,000	.....180 lbs.
70,000 to but not including 80,000	.....210 lbs.
80,000 to but not including 100,000	.....240 lbs.
100,000 and over	.....300 lbs.

The grain trade at a meeting the day before the hearing in the Directors' Room of Chicago Board of Trade discussed the subject fully and then adopted the following resolution, which was the grain trades answer to the carriers' proposal.

"That the railroads be advised that it is the position of the grain trade that where shipments of grain and or seeds are destined to points where official weights are obtained that freight charges be assessed and collected on the basis of said destinations official weights, subject to tariff minimum weights and rules."

The shippers present were a unit as to any change and were definitely opposed to any changes in the manner of assessing freight charges than that in force at present, which is that, destination official outturn weights be the basis upon which freight charges be assessed and that as a matter of principle we could not accept any other basis.

The discussion during the hearing brought out the fact that the carriers intended to apply the scale tolerance on all shipments whether between terminal markets or from country points to terminal or between two country points.

I understand there has been no conference on this subject so far as the A. R. A. Weighing Committee is concerned since the hearing and hope that there will be no change in present practices.

SUBJECT BULK-HEADING CHARGE ON MIXED CAR SHIPMENTS.

Under date of Jan. 18, 1927, Mr. W. V. Hardie, director of traffic, Interstate Commerce Commission wrote:

"The carriers' standing committee on this subject recommend no change should be made in the bulk-heading rule as the committee felt no undue discrimination resulted from present charge. Even though after due consideration I should agree with your contention as to the bulk-heading rule, there is no assurance that carriers would adopt this view and they would not under the conditions be required to do so. Mandatory action can only be obtained through a formal proceeding before the commission and in view of the circumstances you may find it expedient to seek recourse through the medium of a formal complaint."

This subject was in connection with Minimum Weights on Grain and Grain Products, special permission No. 52340 which was referred to Mr. Hardie by the carriers. The hearing was held by the carriers at Chicago April 24 and 25, 1923. Therefore relief can only be secured by filing formal complaint before the Interstate Commerce Commission.

Dewey Bros. Co., Blanchester, O., have filed complaint with the Ohio Public Utilities Commission against the charges on long distance telephone calls. The 25% increase should be eliminated on the extra time.

This has also been submitted to Chas. B. McGinty, sec'y of the Interstate Commerce Commission, who wrote the American Telegraph & Telephone Co. submitting letter from Dewey Bros. Co. relative to higher charge on "person to person" calls, and asking what is the attitude of the company.

I shall take action and follow up this complaint with the A. T. & T.

At the Weighmasters' Ass'n meeting yesterday P. P. Quist of Minnesota submitted a law in that state requiring shippers to tack a card on the door of the car showing the weight of the grain loaded, enabling the terminal weighmen to locate the cause of shortages. I would like to endorse their request that this be brought to the attention of the National Ass'n. I hope you will take such action on their request.

E. C. EIKENBERRY, Camden, O., moved that Mr. Goemann be instructed to appear before the Commission on the difference in charge on "person to person and station to station" calls. *Carried.*

Some of the New Board of Directors.

Moved also by Mr. Eikenberry that weight cards be called to the attention of country shipper generally. *Carried.*

W. W. MANNING, Ft. Worth, Tex.: We have no formal report for the Arbitration Appeals Com'te. Our work has been purely routine.

PRES. STURTEVANT called for reports from several other standing com'te chairmen, who did not respond.

FRED G. HORNER'S report for the Legislative Com'te, then was read by Pres. Sturtevant, Mr. Horner being absent in Europe. The report follows:

Legislative Com'te Report.

The activities of your Legislative Com'te during the past year have been almost constantly centered upon the McNary-Haugen and such other prominent so-called agricultural relief measures as the Curtis-Crisp and the Aswell bills. As far as the ultimate effect upon the grain trade, the farmer, and the entire business fabric is concerned we have been able to see but little difference in these measures and have felt that we were compelled to express our opposition to all of them. Each is vicious and uneconomic, and from the standpoint of the public weal, is utterly indefensible but in spite of this fact your com'te has found that its work has been made especially difficult by the fact that almost the sole consideration given to these measures on capitol hill was confined to the political phase. It has become almost impossible to find anyone in legislative circles who will even listen to any discussion of the economic or rather the uneconomic features of these measures. Political expediency has become the sole yard stick and as a result the grain trade has become the football of politics, its merits and rights have been swept into the discard and are receiving no consideration worthy of the name. Our greatest crime is our lack of votes. The entire movement is organized, subsidized propaganda prompted by the most sordid motives, and typifies the very worst in our system of government.

We are mentioning these matters only to show the difficulties which are being constantly met by your com'te in combatting this legislation, but we have, thruout the year, done everything which the dignity and the financial resources of this Ass'n permitted. The McNary-Haugen bill was finally passed by some of the most shameless trafficking in votes that has ever been seen in Congress and the grain trade and the entire country was saved from the disasters of such legislation only by the



Left to right: Vice Pres. A. S. MacDonald, Boston, Mass.; Pres. C. D. Sturtevant, Omaha, Neb.; E. M. Wayne, Delavan, Ill.; middle row: D. B. Kevil, Sikeston, Mo.; W. J. Edwards, St. Louis, Mo.; F. E. Watkins, Cleveland, O.; R. W. Hale, Nashville, Tenn.; rear row: A. N. Sheffield, Battle Creek, Mich.; H. W. Reimann, Shelbyville, Ind., and Geo. B. Wood, Buffalo, N. Y.

courageous action of President Coolidge in vetoing the bill in a message so comprehensive and of such convincing logic that it is destined to become a text book on all such proposed legislation in the future. This is a paper which should have the most careful study of every one of our members. Without wishing to detract from the credit due to President Coolidge for his action in this matter, candor compels us to say that the alternative measure, the Curtis-Crisp bill, which received the sponsorship of the administration leaders, is, from the standpoint of the farmer and the general public, almost as bad as the McNary-Haugen bill, and from the standpoint of some branches of the grain trade, is probably worse.

Change from Supervision to Federal Inspection.—A measure which will doubtless require our attention at the coming session of Congress is the proposed amendment to the Grain Standards Act, which has been prepared by the Department of Agriculture under instructions received from the Budget Com'te of the House of Representatives, and which would change the present system of federal supervision of grades to actual federal inspection. The position of our Ass'n on this question has never been formally declared, but the subject will doubtless receive thoro consideration at the hands of this convention. Judging from the formal and informal expressions made by our affiliated ass'ns, which have held meetings since these amendments have been proposed, the sentiment of the trade is almost unanimously opposed to the proposed change.

A joint congressional com'te is now studying the operation and effect of the present revenue law, and this com'te is to make a final report to Congress not later than December 31, 1927. Your Legislative Com'te is making a most strenuous effort to impress upon this Joint Com'te the unfairness of the tax on future trades in cash and speculative grain. The net revenue to the government is insignificant in comparison with the trouble, waste and expense to the grain trade in making the payment. It is a nuisance tax in the greatest and worst sense of that term. As the revenue law will doubtless be revised downward at the next session of Congress, we will probably never again have as favorable an opportunity to secure the repeal of this tax. If we fail we may almost as well accept this tax as a permanent burden on the grain trade. A great deal will depend upon the pressure which is exerted by our individual members on their own representatives in Congress and your com'te hopes that this pressure will be exerted to the limit.

E. C. EIKENBERRY: Our attitude on most public questions is alleged by some to have been a negative one. To meet this accusation which is unjust we have decided to make a statement. We have struck a fair average of the com'te. He then read the statement, which, however, was so much altered at a meeting of the com'ts at 5 o'clock in the evening, that the second draft only is published in the proceedings of Wednesday morning.

FRED E. WATKINS, Cleveland, O.: One of the faults of this organization is a lack of attention by the membership at large to the subjects under consideration; and I move that the statement read by Mr. Eikenberry be printed so that all members may have it before them for their thoughtful consideration tomorrow morning. *Carried.*

MR. EIKENBERRY also made an advance reading of the following resolution:

For Elimination of Tax on Futures.

Whereas: All excise or stamp taxes enhancing the value of commodities or having the effect of impeding the exchange or distribution of articles of necessity should be reduced or eliminated in preference to taxes on luxuries or amusements, and

Whereas: The coming session of Congress will enact a new tax bill, the effect of which will either eliminate or reduce present excise taxes. Therefore: be it

Resolved, That the Grain Dealers National Ass'n declare its opposition to the continued imposition of the tax on transactions on grain either for immediate or future delivery, such tax being a tax on the necessities of life and contrary to public policy. And be it

Resolved: That thru the efforts of its membership and by the action of its com'tes, the Ass'n bring by all honorable means such persuasion and pressure as may result in the elimination of said tax, to this end engaging in the preliminary hearings before the Ways and Means Com'te securing for this purpose, if necessary, a special com'te, whose members shall be familiar with the tax and its operation.

MR. HARTER'S report for the Membership Com'te was read by Pres. Sturtevant as follows:

Membership Com'te Report.

Every member present must realize very fully the benefits derived thru his membership, otherwise I imagine he would not be here and so assume at heart he is a Booster and wants to see his Ass'n continue to grow and prosper and become a greater influence for good to its members individually and to the trade generally, but in order to bring about this happy condition it is necessary to be constantly increasing the membership and to this end each member should feel a personal obligation to make all reasonable effort to induce fellow grain men to join the Ass'n, by so doing you will be rendering a three-fold service of which the new member will be the chief beneficiary.

Now as to new members, it ought not to be difficult to get any fair minded man in the grain or feed business to become a member. If it were not for the boards of trade, grain exchanges, chambers of commerce, grain ass'ns, grain trade papers, etc., it would be very difficult to do business with any degree of success or safety. And yet, there are grain men who think because they pay their yearly assessments or their membership dues, they have fulfilled

every trade obligation so are not called upon to make any personal effort, sacrifice of time, or spend a dollar for the general good of the trade, yet all of the time they are getting more or less the benefit of the other fellow's time and money.

I hope none of you will construe my remarks as intimating even in the slightest degree that the Ass'n is not prosperous, is not one grand success, because it is. My thought is, we should more earnestly realize our obligation as members and do our part in constructive effort to make our Ass'n of such strength and influence that the boys will fight to get in so that instead of a boosters com'te we will have a waiting list.

And speaking of the continued growth of the Ass'n, calls to mind the story of two Irishmen at Niagara Falls. Pat thought it wonderful that such a great volume of water could go over the falls, but Mike said, "what the H—ll is there to prevent it?" and so it is with the growth of the Ass'n, "What is there to prevent it if we put our shoulders to the wheel and do our part?"

Adjourned for banquet.

Wednesday Morning Session

FRED E. WATKINS, Cleveland, O., chairman of the special com'te to harmonize trade rule No. 2 with the practice of seaboard markets, read his report as follows:

Amendment to Trade Rule No. 2.

By action of this Ass'n in convention at Buffalo last year, this com'te was appointed by the president to consider Trade Rule No. 2 as affected by amendments offered at that time and also to consider the situation growing out of an apparent conflict between Rule No. 2 and a trade custom of the seaboard markets, more particularly those markets located in New York City and Philadelphia.

This conflict arose thru the definite statement in Rule No. 2(b) "that whenever applied to a terminal market, the word 'terms' shall be construed to mean that all the rules governing such market shall obtain" in contradistinction to a trade practice of long standing, having all the weight and precedent of a custom in the seaboard grain markets, that "Weights and Grades" of such markets included automatically the adjudication of contracts, including this phrase, under the rules of said markets.

On March 10 last your com'te assembled in New York City and met in conference with members of the grain com'te and other representatives of the trade of the New York Produce Exchange and an agreement was speedily and amicably reached, which agreement, in the opinion of your com'te, looks toward the prevention of misunderstandings similar to that occurring in the Philadelphia market in 1926. This agreement resulted in the posting on the floor of the Produce Exchange on March 11 the following:

"Notice to the Grain Trade."

To avoid misunderstanding or difference of opinion concerning terms of sale, the com'te on grain recommends that members of the Exchange, and particularly brokers, insert in all contracts the following clause:

"All disputes arising under this contract to be settled according to the rules of the New York Produce Exchange."—(Signed) William Beatty, acting chairman, com'te on grain.

On March 11 your com'te conferred in Philadelphia with representatives of the grain trade of the Commercial Exchange, and after thoro consideration of the matter, an agreement was there as readily and amicably arrived at, with the result that the following notice appeared on the bulletin board of the Exchange:

March 14, 1927.

To Members: With a view of having a more clear and definite understanding in making contracts, and thereby eliminating costly and disagreeable disputes:

RESOLVED, The grain com'te of The Commercial Exchange of Philadelphia recommends and urgently requests:

That all contracts on grain made subject to "Philadelphia terms" or "Philadelphia weights and grades," either between principals, or by brokers acting for principals, shall embody in the contract the following paragraph, under Rule VII, of the grain rules:

"This contract is made in view of, and in all respects subject to, the by-laws and rules established by The Commercial Exchange of Philadelphia in force at this date."

BY ORDER OF THE GRAIN COM'TE,

(Signed) A. B. Clemmer, Sec'y.

Too much cannot be said of the cordial reception and courteous hearing given to your com'te by the representatives of each of these markets. The spirit of co-operation and an earnest desire to reach a fair and friendly adjustment of our apparent differences, commensurate

with the dignity and rights of the organizations involved, pervaded both conferences.

The com'te, in its desire to remove the last vestige of a difference growing out of this situation (and obviously based on a misunderstanding) perhaps overstepped its authority and earnestly sought some way to bring about the reconsideration and adjudication of the case of Vanatter & Co. v. The Philadelphia Export Co. and are gratified to know that our efforts bore fruit to the extent that this matter was adjusted at a later date, with honor to both parties, and that the defendant has been restored to all the rights and privileges of membership in this organization.

In reference to Rule No. 2, in our opinion, no change in its present form is required insofar as it bears on the matter referred to this com'te.

The report was adopted.

FRANK J. DELANY, of Chicago, delivered an able address on the "Illinois Legislative Situation," which is published elsewhere.

E. M. WAYNE, Delavan, Ill.: We have a system of minority representation in Illinois. You can vote at the primary one vote for each of three candidates or 3 votes for one. It is therefore difficult to keep out of public office men who ought not to be there.

MR. DELANY: The Constitution of Illinois contains a provision prohibiting mixing of grain by public warehousemen. In the intervening 50 years various statutes were enacted leading to a muddled situation. The Curran Com'te attempted to remedy this; and by the passage of the McCarthy bill the legal difficulties were overcome. The Board of Trade had no part in this legislation.

Mr. Delany outlined the Board of Trade Warehouse Corporation, the organization of which is fully described elsewhere.

CHAS. QUINN: At Buffalo a slogan was adopted: "Every Member Get a Member." One hundred signed the pledge, and over 75% carried out their promise. It was eminently successful. We expect to continue the pledge and slogan this year.

As sec'y of the National Ass'n I can say no problem is so taxing as keeping the membership alive.

If this Ass'n is to be kept up it must be done by you. If we could get every man here to pledge himself to get one member at least we would have no trouble to increase our membership.

E. M. WAYNE: I am very much in favor of the movement.

GEO. BOOTH: It is easy enough to get a member. It is only necessary to get after them. Many substantial brokers say they never heard of the National Ass'n.

A. S. MacDONALD: I have a membership already in this new campaign.

S. P. MASON, Sioux City, Ia.: The Trade Rules Com'te has no recommendations to make, our predecessor, Mr. Sturtevant, having done his work so well.

PRES. STURTEVANT: This is the first time in 20 years that we have not been able to start a row on trade rules.

MR. MASON: We recommend for the spe-

cial com'te to consider the recommendations of the President and Sec'y that an 8th arbitration com'te be appointed for feed arbitration.

MR. CALDWELL: Cases are so few one com'te ought to be able to handle the work with the desired uniformity.

J. A. KING, Philadelphia: I move the subject be laid on the table. *Carried.*

MR. MASON: Mr. Quinn suggested a change in the Arbitration Rules in relation to the disciplining of a member against whom an arbitration award has been made, and who does not refuse to pay the said award, but apparently is unable to do so.

The Com'te recommends that this be covered by adding to Article 4 of the By-Laws, Section 5:

"Any member who is expelled from a Grain Exchange or Board of Trade, or who admits in writing his inability to meet his financial obligations, shall upon complaint of a member be dropped from the rolls of the Association. Such member may be reinstated upon satisfying the Directors of his eligibility."

Carried.

We recommend that Section 8 of Article 2 of the By-Laws be changed so that it shall read as follows:

"The Com'tes on Arbitration shall each consist of three members. It shall be the duty of these Com'tes to consider and determine all cases referred to them, and to render such decisions thereon as may, in their judgment, be just and equitable and in accord with the rules adopted by this Ass'n, except when transactions are subject to the rules and regulations of a Board of Trade or Grain Exchange, such rules shall when in conflict with the trade rules of this Ass'n be given precedence and shall be binding upon the Arbitration and Appeals Com'tes of the Ass'n to the same extent as if they were a part of our trade rules. It shall be the further duty of the members of these Com'tes on Arbitration to suggest to the Trade Rules Com'te such rules or such amendments to existing rules as they may deem necessary."

Carried.

The President and Mr. Quinn both suggest that our rules be amended so there shall be no conflict between the Exchanges and the Ass'n on matters of jurisdiction of all trade disputes except those arising between members of the same Exchange, but they feel further that this is a question which should be given considerable thought and the adoption of any rules should be deferred at this session, and recommend that it be the sense of the meeting that the President appoint a Special Com'te to consider the question and report with recommendations at the next annual meeting. *Carried.*

The suggestion of the President of the probable necessity of an increase in the dues of the Ass'n is a question that should receive your earnest consideration. The com'te believes that action, if any on this matter, should emanate from the floor.

MR. CALDWELL: I suggest the extra expense be handled by a special assessment.

MR. WATKINS: If you raise your dues you will lose a certain per cent of your members. The answer is for an increased membership rather than increased dues.

SAMUEL RICE, Metamora, O.: The Arbitration Com'tes are saving the grain trade thousands of dollars. An increase from \$20 to \$25 would bring in \$5,000 more a year. We should raise our dues as you can not get something for nothing.

PRES. STURTEVANT: We have not adequately represented the Ass'n in National legislation thru lack of funds.

GEO. BOOTH, Chicago: Could we not get more revenue from our affiliated members?

SECY QUINN: The affiliated members are a loss to us. For their dollar we send them "Who's Who" and under the zone system of postage it costs more than \$1 a year to send them the paper.

HENRY L. GOEMANN: This Ass'n went on the rocks many years ago at Buffalo, N. Y. There is not any state ass'n that is getting sufficient revenues. It would be difficult to advance their dues to the National Ass'n. You would

lose a great number of the state ass'ns right away.

E. M. WAYNE: I know of some state ass'ns that are contemplating raising their dues. It is numbers that count.

F. E. WATKINS: You can go to a selected class of country shippers and sell the idea that he needs a direct National membership also.

H. W. REIMANN, Shelbyville, Ind.: I do not believe \$32.50 a year is too much for the benefit.

H. A. RUMSEY, Chicago, Ill.: Why not discuss this with the state ass'ns?

MR. QUINN: We have.

MR. RUMSEY: And you have always been thrown down.

MR. QUINN: Yes, sir.

MR. RUMSEY: That's all (laughter).

MR. GOEMANN: You cannot increase your direct membership. It is a mistake to defer this question year to year. No new firms are engaging in the grain business. In the Pacific Northwest not one responded to my request to increase their memberships. The only way to do it is to increase the dues from \$20 to \$25 a year.

MR. CALDWELL: I move the dues be increased to \$25.

MR. BUCHANAN: I am in favor of this motion. All of us can afford to stand a slight increase.

MR. DELANY: It seems we need the money. We are going to need the money in December. Why not authorize the directors to raise the dues if the membership campaign does not bring the desired results?

CARRIED BY 25 TO 14.

A. S. MACDONALD: I move to reconsider. Conditions in the grain trade are not right. Big concerns have passed or liquidated, such as the Armour Grain Co. This is the largest business meeting we have ever had and I credit it largely to a desire to hear Frank Delany's talk.

B. E. CLEMENT, Waco, Tex.: I voted against this increase. The conditions of the grain trade as a whole are not conducive to increased revenue.

MR. WATKINS: I hope we give ourselves one year's time to consider. It is hardly right to take this action by a vote of 25 to 14.

L. F. GATES: A reconsideration simply provides for a fresh vote.

Reconsideration *carried* by 37 to 4.

D. L. SMITH, Lake Odessa, Mich.: If we increase our dues it will be nothing to what we are paying for other things.

GEO. BOOTH: The increase should go before the whole membership.

Motion to increase the dues lost by an overwhelming vote.

E. C. EIKENBERRY, chairman of the Resolutions Com'te: Last evening at 5 o'clock the com'te again considered the statement on farm relief.

MR. EIKENBERRY then read the following statement of the position of the Ass'n on farm relief, which was unanimously adopted:

Farm Relief.

The Grain Dealers National Ass'n and its members are emphatically in favor of Farm Relief to be provided by sound economic processes. The dependence of its members on agriculture and its prosperity puts the stamp of absurdity on any statement to the contrary.

We do not believe that the road to Farm Relief lies thru the fields of subsidy or special privilege, but we do believe that agriculture has sufficient strength and virility to recover its prosperity should it be allowed to function free from hampering legislation and be relieved of its burden of agitation and reform.

We hold as certain the conviction that the law of supply and demand can neither be annulled nor permanently modified by legislation, and that legislative nostrums and makeshifts designed to alleviate present distress often and usually invite future disaster.

We do direct attention to the soundness of the conclusions enunciated in the message of President Coolidge and commend his veto of the McNary-Haugen Bill.

We favor a national agricultural policy which will include:

Lower rail rates on feed grains and grasses, which are largely consumed by farms in widely

separated domestic localities, even if such concessions must be made up by higher rail rates on other merchandise and commodities.

Rapid commercial development of inland waterways and approaches to ocean trade routes.

Adequate tariff protection on farm products which are, or might be produced in the United States in sufficient quantities to supply the domestic market, but which must now compete with foreign products or substitutes for such products coming in over the tariff wall. At this time we specifically call for an increase in the tariff on corn, and the imposition of a prohibitive tariff on molasses now imported for use in the manufacture of industrial alcohol.

Rejection of proposals for reclamation and irrigation projects which would bring under cultivation additional farm acreage before the prospective products of such areas are needed for domestic consumption.

Development and utilization of water powers for the production of commercial fertilizers so much needed on our farms.

Closer co-operation between national government and the agricultural colleges in encouragement of use of crops and varieties of seed best suited to lands to be cultivated, to the end that production of good quality crops may be more certain and the producers' income more stable in consequence.

MR. STURTEVANT: A resolution was passed against the Frazier bill, but there has been no adequate discussion.

The uproar in the other three-fourths of the meeting room occupied by the Rotary Club noon meeting led Henry Rumsey to make two motions for the suppression of the noise, which made it difficult for the grain men to hear one another.

FRANK DELANY: Why not say we are against the federal inspection?

BEN E. CLEMENT, Waco, Tex.: We should go on record as being opposed to federal control of the inspection of grain. Unanimously *carried.*

EUGENE DREYER, chairman, was absent, but the following report was turned in for the Grain Products Arbitration Com'te:

Grain Products Arbitration Com'te Report.

Things have gone along very smoothly during the past year.

The Grain Products Arbitration Com'te, as you will note during the past year, has had very few cases before them which is proof conclusive that the feed rules, which were adopted several years ago, are working very smoothly. They have eliminated a great deal of controversy. Contracts are now being made on the basis of these rules and, as a consequence, there is a thorough understanding at the time contracts are made, hence few controversies.

There is one thing I wish to call to your attention, but I am free to confess that I really do not know how to eliminate this evil, namely, that the Canadian mills have been shipping wheat feeds into this country packed 100 pounds gross weight; on the other hand, under the rules and regulations of the Feed Control Officials of the United States, together with laws of various States, it is necessary for the mills in the United States to pack their feed 100 pounds net weight. Something should be done to remedy this. My personal belief, however, is that it is a matter for the Millers' National Federation to look into.

The work of Dr. Ransom should be continued and it can only be continued thru private contributions. Dr. Ransom's work is a benefit not alone to the human race but to all animals and birds as well, and I believe it is a matter that should be given consideration by reason of the fact, even if it should be thru selfish motives, namely, that the more animals and birds the more grain, feed, etc., will be consumed, and while I do not know whether or not the Grain Dealers' National Ass'n, as a body, can contribute towards this cause, it is my belief that if such is the case it should nevertheless be called to the attention of the grain dealers who, I believe, would be more than willing to subscribe towards this Ransom Memorial Fund.

MR. EIKENBERRY read the following resolution, which was adopted:

For more than thirty years the Grain Dealers National and the Ohio Grain Dealers Ass'ns have enjoyed the loyal support, the active assistance, and the benign influence, in both personal and official capacity, of the late lamented

Joseph Wesley McCord

member of the firm of McCord & Kelly, Sec'y of the Ohio Grain Dealers Ass'n, Director of the Grain Dealers National, and honored Chairman of its Executive Com'te, and

WHEREAS, the all wise Father has claimed the noble spirit of our friend and co-worker, be it

RESOLVED, that this Ass'n testify to its affection for and appreciation of our departed friend whose wisdom of counsel will be sorely missed, whose devotion of duty cannot be surpassed, whose humble yet noble mein evoked our reverence and compelled the respect and affection of all who knew him.

Testifying to his virtues, mourning his loss, revering his memory, we extend to his family the assurance of our profound sympathy, and express the sense of an irreparable loss in the departure of their loved one.

BERT DOW, Davenport, Ia., took the chair, while the com'te on nominations presented the following list of officers for the ensuing year, who were elected by acclamation:

Pres., C. D. Sturtevant of Omaha, Nebr.; First Vice Pres., A. S. MacDonald of Boston, Mass.; Second Vice Pres., Jno. S. Green, Louisville, Ky.

For fifteen directors for two years: J. L. Kleckner of Neillsville, Wis. (representing the Central Retail Feed Ass'n); E. A. Boyd of Spokane, Wash. (representing the Pacific Northwest Grain Dealers Ass'n); John Stark of Kansas City (representing the Kansas City market); L. C. McMurtry, of Pampa, Texas (representing the Panhandle Grain Dealers Ass'n); D. B. Kevil of Sikeston, Mo. (representing the Missouri Grain Dealers Ass'n); W. H. Harter of Minneapolis (representing the Minneapolis market); W. J. Edwards of St. Louis (representing the St. Louis market); W. G. Kirkpatrick of Great Falls, Mont. (representing the Northwestern Grain Dealers Ass'n); A. N. Sheffield of Battle Creek, Mich. (representing the Michigan Hay and Grain Ass'n); A. H. Hankerson of San Francisco, Calif. (representing California and the Pacific Coast generally); Donald A. Dailey of Rochester, N. Y. (representing New York State Hay & Grain Dealers Ass'n); J. A. Sturges of Easthampton, Mass. (representing the Massachusetts Retail Grain Dealers Ass'n); Dan M. Johnson of Essex, Vermont (representing the Vermont Grain Dealers Ass'n); L. H. Connell of Denver, Colo. (representing the Colorado Grain Dealers Ass'n); W. A. Hottensen of Milwaukee, Wis. (representing the Milwaukee market); and for two directors for one year: F. E. Watkins of Cleveland, Ohio (representing the Ohio Grain Dealers Ass'n) to succeed J. W. McCord of Columbus, Ohio, deceased; R. W. Hale of Nashville, Tenn. (representing the Nashville market) to succeed Harry Williams of Nashville, resigned.

A. S. MacDonald moved that a special com'te be named to investigate advancing dues, and give publicity to its findings 60 days before the next annual meeting.

Adjourned *sine die*.

Convention Notes.

Alex S. MacDonald of Boston and George B. Wood of Buffalo, are reported to be well on their way to fabulous fortunes as the result of a formula discovered for making ink with some of Soo City's candy. The Fontenelle was left well supplied.

R. L. Gifford, Cedar Rapids, stepped out and got himself all married Monday night, for good. He says it was all prearranged, so the congratulations are due.

Art Torkelson, Lamson Bros. & Co., Fort Dodge, who has made an exhaustive study of the habits and life cycle of the European Corn Borer, had several of the ravenous species on exhibit.

Doyle Hart, Omaha, opened the "Four Deuces" for the boys.

Kenny Pierce, Chicago, is waiting for somebody to ship his overcoat back, but *WHO?* that's the question.

"Mike" Vehon found his glass-lined, hand-painted, imported, hand-picked, walking stick, so business has started up again.

Harry Klein, Bartlett-Frazier Co., Chicago, is availing the pleasure of thanking the generous donors of a valued convention offering.

Exhibits.

A most unusual display of handicraft greeted delegates upon their arrival, a welcoming fore-runner of the Culinary Department of the Hotel Fontenelle, consisting of a model terminal grain storage and handling elevator, with cars loaded with grain on the side-track, made completely of sugar. The miniature plant measured 10x2x3 ft. overall. It was a work of patient art, as was the smaller country grain elevator, also made of sugar by the same industrious division of the hostelry, which was labeled "Fontenelle Elevator."

FAIRBANKS-MORSE exhibited a skeleton 10-ton scale of the new springless type, also totally enclosed motors of different phases and horse-powers. The most interesting exhibit, perhaps, was the working model of a squirrel cage motor, with the working parts cut away at the top to permit scrutiny of the inside workings and manufacture thereof. This exhibit was accompanied by C. C. Critchfield, H. H. Ingram, J. L. Herum, and A. M. Schreiber.

O. W. RANDOLPH CO. showed cross-sections of various types of grain and seed driers, a most illuminating exhibit. A model water level tempering or storage bin wherein grain cannot run down through the center of the bin, was also set up. O. W. Randolph, who personally attended the booth, generously distributed tubular telescoping cigarette holders of many sections in various gay colors.

THE SHEFFIELD ELEVATOR CO. had a moving picture projector set up to enlarge various views of interest to grain men, including the handling facilities operated by the organization, freighters and lake-front terminals, combines, etc., including views of the Sheffield annual picnic, in which Mr. Sheffield, himself, plays the role of Romeo. Pencils were distributed by Mr. James A. Gould.

THE RADIO CORPORATION OF AMERICA exhibited two of their crack models, Nos. 28 with 104 speaker and 20 with 100-A loud speaker. Jerry P. Jeter graciously welcomed the many interested listeners of the long-range programs easily brought in with the first-mentioned combination. Many adopted this side-line.

CLOW-WINTER MFG. CO. occupied its booth with a grain elevating and cleaning unit, designed especially for direct hook-up with head. A fanning device, which is optional, operates on one end of the shaft for the purpose of cooling damp grain with no additional elevation necessary. The unit is equipped with a General Electric motor, anti-friction self-aligning Timken tapered roller bearings in pillow block. This device further incorporates a releasable back-stop in the driving shaft. Mr. A. P. Winter, himself, accompanied his product.

Seed Trade Reporting Bureau displayed a moisture tester and a 4 in 1 scale.

R. M. Van Ness Const. Co. distributed descriptive circulars from their table in charge of G. O. Greenway and C. H. Tillotson.

WOLF CO. had a rotary corn cutter, grader and cleaner set up, in charge of E. J. Dalby. Literature on their wheat washer and scourer was also available.

WAGNER ELECTRIC CORPORATION had two of the new air jacketed motors up for approval, one a single phase, the other a three phase. This new development is dust-proof, sleet-proof, weather and splash-proof. M. Rypinski ably answered the many inquiries directed at him.

ALLEN-BRADLEY CO. exhibited electric motor starters, attended by D. H. Braymer.

The Enid, Okla., delegation included W. B. Johnston, Cecil Munn, Roy Hacker, R. McClinck, and Ben Feuquay.

W. J. Peterson, Chief Inspector at Houston, Tex., came early to visit old friends and brought his sister and mother along. Omaha is his old home town.

Among Those in Attendance.

All told close to a thousand registered, and another quarter as many neglected doing so, bringing the total registration well up between twelve and thirteen hundred.

Among those present, by states, were the following:

California: W. R. Beatty, Geo. W. Howard, D. L. Smith and M. L. Thiebaud, Sec'y Grain Exchange, Los Angeles; C. W. Shannon, Pasadena; J. B. Claypool, San Bernardino.

Canada: Robert Magill, Winnipeg.

Colorado: T. E. Brenthall, Chief Inspector and Weighmaster; L. H. Connell, Rocky Mountain Grain Co.; Mr. and Mrs. Rex Houlton, Houlton Grain Co.; Mr. and Mrs. W. V. Macartney, Farmers Union Mill & Elevator Co.; H. L. Wierman and Mr. and Mrs. E. P. Wingate, all of Denver; R. M. Strang, Ft. Collins; J. C. Wagner, Julesburg; J. F. Baker, Lamar; James A. Moore, Glenn Morris, Mr. and Mrs. H. M. Welsh, all of Sterling.

Illinois: E. M. Wayne, Delavan; H. I. Baldwin, Mr. and Mrs. Geo. J. Reed, and E. B. Evans, all of Decatur. In addition to those mentioned in connection with wire service rendered by Lamson Bros. & Co. and James Bennett & Co. the following represented Chicago, Jack Brennan of John E. Brennan & Co.; C. W. Chapin; W. M. Christie of J. H. Dole & Co.; Mr. and Mrs. Frank Delany; C. L. Douglas, E. W. Bailey & Co.; Julius Frankel; Wm. M. Hirshey and wife, J. C. Shaffer Grain Co.; C. E. Hunter, Lamson Bros. & Co.; F. M. Hotchkiss, Norris Grain Co.; Alex W. Kay; Mr. and Mrs. C. A. King, Western Weighing & Inspection Bureau; Harry S. Klein, Bartlett Frazier & Co.; A. L. Lewis and H. C. Brand, Quaker Oats Co.; C. A. May, J. H. Dole & Co.; Mr. and Mrs. G. N. McReynolds, Philip H. Schifflin & Co.; Walter Moorehead; "Jim" A. Noble, Chief Sampler Board of Trade Sampling Dept.; O. F. Phillips, Chairman Board of Review, Federal Grain Supervision; Henry A. Rumsey, Rumsey & Co.; Louis A. Sayre; Joe Schmitz, Chief Weighmaster Board of Trade; Mike Vehon of M. L. Vehon & Co.; Otto Waitzman, and J. H. Wheeler, Rumsey & Co. **Peoria:** Floyd L. Barlow, P. B. & C. C. Miles; Homer Barlow; Geo. W. Cole, Geo. W. Cole Grain Co.; Guy F. Luke, Luke Grain Co.; John R. Lofgren, Sec'y Board of Trade; B. E. Miles; F. W. Mueller; F. B. Tompkins, Chief Inspector Board of Trade.

Indiana: Harold L. Gray, Crabbs Reynolds Taylor Co., Crawfordsville; C. S. Kenny, Hammond; C. B. Jenkins, Noblesville; Walter M. Moore, Pres. Indiana Grain Dealers Ass'n, and wife, Covington; H. W. Reimann, Shelbyville.

Indianapolis: E. E. Allison and A. N. Steinhart of Steinhart Grain Co.; Mr. and Mrs. S. A. Holder, Chief Grain Inspector Board of Trade; I. E. Woodward.

Iowa: J. B. Bass, Marshalltown; W. G. Bockel, Clinton; J. J. Brakke, Cylinder; Clark Brown, Nevada; Mr. and Mrs. John R. Brown, Webster City; Mr. and Mrs. Ed. and Mr. and Mrs. Erwin Bruntlett, Gowrie; Mr. and Mrs. J. S. Campbell, Oakland; Jack Carey, Jefferson; Francis Day, California Junction; Mr. and Mrs. S. W. Eastlack, Schaller; Jas. Elder, Jr., Hobarton; Geo. A. French, Ruthven; Edna M. Frye, Ames; Mr. and Mrs. E. M. Galbraith, Newell; Mr. and Mrs. P. J. Harvey, Gowrie; W. Phil Hamphill, Algona; Madonna Hills, Jefferson; Mr. and Mrs. F. O. Hocum, Newell; Mr. and Mrs. "Chub" Hunt, Pocahontas; Roy Johnson, Alleman; Mr. and Mrs. A. P. Kilmartin, Malvern; Mr. and Mrs. R. C. Kipp, Elliott; C. S. Knudson, Industry; Jesse A. Lindebak, Luverne; J. N. Loetz, Rockwell City; Mrs. Fred Lookabill, Hastings; R. A. Maarsingh, Lanesboro; Frank H. Maxwell, Pacific Junction; S. A. McMaster, Hornick; Mr. and Mrs. J. L. Miller, Havelock; Leland C. Miller, Mason City; Geo. Moulton, Fonda; J. G. Oertel, Trans-Mississippi Grain Co., Burlington; E. N. Pike, Waterloo; F. W. Roberts, Everly; E. H. Rudloff, Manson; C. C. Schulte, Alexander; E. J. Shreck, New Market; Mrs. A. Sien, Glenwood; B. G. Sniffin, Kamrar; A. Sterner, Jordan; Mr. and Mrs. J. Sam Stewart, Scranton; B. O. Sweet, Dows; H. W. Talbott, Osceola; Mr. and Mrs. E. H. Tiedeman, Fonda; Thomas Toyne, Lanesboro; C. Van Gundy, Van West; Al. F. Umhoefer, Ashton; Wm. Wheeler, Adair; and W. C. Young, Sac City. **Cedar Rapids:** C. E. Carpenter; C. A. Davis; C. L. Douglas, E. W. Bailey & Co.; R. L. Gifford and the wife he proudly acquired Monday night; Guy E. Hillyer; Walter Musker; J. M. Piper; and last but hardly least, "Ray" Murrel, Jr., and "Steve" Wilder, Wilder-Murrel Grain Co. Bert Dow came over from Davenport, the delegation from Des Moines were: E. C. Cool; Earl Coombs; D. O. Milligan, sec'y Western Grain Dealers Ass'n and Western Grain Dealers Mutual Fire Insurance Co.; "Jimmy" P. Owens, Lee Lockwood Grain, Inc.; M. A. Swanson, Updike Grain Corp.; and Chas. A. Tower. **From Fort Dodge** came: H. C. Brand, Quaker Oats Co.; "Chet" Bulpitt; E. L. Dwyer; H. A. (the famous "Mul," "Pat's" boss) Mulholland; Frank O'Hearn; Arthur G. Torkelson, Lamson Bros. & Co., and his wife; and Geo. E. Traut. The live wire Sioux City crowd included Freeman Bradford, sec'y-traffic manager, and his wife; Mr. and Mrs. J. E. Cath-

cart; Mr. and Mrs. J. S. Eales; Charles Flanley; Mr. and Mrs. F. H. Huntington; H. L. Jackson and M. King, Western Terminal Elevator Co.; Paul Larson, Chief Grain Inspector and Weighmaster; "Sam" P. Mason and wife; James C. Mullaney; B. L. Nutting; J. B. Roberts; S. A. Stenson and "Bob" A. Swenson, of James E. Bennett & Co.; and R. C. Wright, Federal Grain Supervisor.

The Kansas representatives included Roy W. Cox, Moran; J. M. Decker and wife, Concordia; R. W. Dockstader and wife, Beloit; K. B. Drummond, Bruce Bros. Grain Co., Iola; Howard Green, Reserve; H. R. "Dusty" Rhodes, president Kansas Grain Dealers Ass'n, Colony; and J. P. Turner of the same place. Clarence Blanke of the Blair Elevator Corp. came over from Atchison. Hutchinson sent W. C. Fuller, Mr. and Mrs. G. C. Hippie, and Ed. Whalen. From Topeka were F. A. Derby and wife, Derby Grain Co., and a couple of more wives, viz., Mesdames Moulton and Turner.

Kentuckians were Lee D. Irving, chief grain inspector, and John S. Green, both of Louisville. From that Louisiana Crescent city, New Orleans, came Harry L. L. Daunoy; G. S. Hensley; John B. Sanford, superintendent Board of Commissioners, Port of New Orleans; and T. R. Spedden.

The Baltimore delegation included, of course, David H. Larkin, Chief Grain Inspector; and J. A. Peterson, Western Maryland Ry.

Boston's high pair were Alexander S. MacDonald; and Joseph G. Green, Chief Inspector, Boston Grain & Flour Exchange.

The Michigan group were L. E. Marshall and wife, Chatterton & Son, Lansing; W. F. Prescott and wife, Leslie; A. N. Sheffield, Battle Creek; David Smith and Samuel Velte, and wives, Lake Odessa.

From Minnesota state were Ralph Speltz of Albert Lea and A. O. Olson, New Ulm. R. A. Wilkinson, Railroad Warehouse Commission, came down from the capital city, St. Paul. From Minneapolis came O. F. Bast; R. T. Beatty, Northwestern Miller; W. T. Fraser, Cereal Grading Co.; Mr. and Mrs. R. Gibbs, Minnesota State Grain Inspection Dept.; James A. Gould, Sheffield Elevator Co.; J. W. Greer; E. J. Grimes; H. L. Hankinson; J. P. Hessburg, Hiawatha Grain Co.; D. G. Lowell; F. C. Lyman; O. A. McCrea; John G. McHugh, sec'y Chamber of Commerce; R. F. Nicolai; D. P. O'Neill, State Board of Grain Appeals; P. P. Quist, State Weighmaster; J. H. Riheloff; M. E. Scroggins; Geo. M. Shannon; H. Shere, Van Dusen-Harrington Co.; J. R. Stuart; G. H. Tunell, State Grain Inspection Dept.; and E. K. Warner.

From Missouri came J. W. Boyd, Joplin; D. B. Kevil, Sikeston; A. H. Meinershagen, Higginsville; and John Reidner, Slater. The Kansas City Delegation consisted of Geo. C. Adams and wife; Tom B. Armstrong and F. M. Fink, first ass't and chief grain inspectors, respectively, of the Kansas State Grain Inspection and Weighing Dept.; Geo. A. Aylesworth; F. D. Bruce and K. B. Drummond, Bruce Bros. Grain Co.; Mr. and Mrs. Orla A. Severance, L. J. Byrne, John Egbert, and C. O. Lyle and wife, all of Vanderslice-Lynds Co.; S. S. Carlisle; C. A. "Jumps" Cauthorn; F. J. Clute; C. H. Cotton and wife; C. L. Fontaine, Jr., and wife; Lee "Cricket" Fuller; L. M. Hicks; Earl A. Hogan, Henry Lichtig & Co.; E. C. Hoebel; Merle H. Howard and wife, and Harry E. Dixon, Updike Grain Corp.; Geo. W. Hoyland; W. M. Huff; R. A. Kelly, Norris Grain Co.; W. B. Lathrop; Jack E. Leahy; W. B. Lincoln, Wolcott & Lincoln; Wm. F. Logan; Jack H. Martin; Ralph A. McClinton; Major Moberly; Roy H. Monier, State Grain and Warehouse Commissioner; "Bob" Murphy; Robt. D. Owens and wife, Logan Bros.-Hart Grain Co.; Jerry Parks; H. B. Ragan; C. C. Randall; Harry E. Rybolt; Tom D. Savage; Julian Scott, Uhlmann Grain Co.; W. D. Smith; E. R. Stripp, wife and daughters; R. H. Sturtevant, Logan Bros.-Hart Grain Co.; E. H. Sullivan; Frank A. Theis and Barney O'Dowd, Simonds-Shields-Lonsdale Grain Co., and their charming wives; A. D. Thomason; Paul C. Trower, Davis-Noland-Merrill Grain Co.; E. A. Witter; C. M. Woodward, and A. E. Yardley. Of the dozen "Scoular-Bishop" representatives, one escaped; the other eleven are: Mr. and Mrs. D. C. Bishop, Mr. and Mrs. Fulton Chestnut, the famous "Dave" C. Hauck, Mr. and Mrs. W. R. Lages, W. F. McFarland, Geo. Scoular, "Bob" M. Scoular, Mr. and Mrs. Ross Sexson, Mr. and Mrs. Fred R. Swett, Harold B. Waller, and D. L. Willhoite. From St. Joseph were: M. F. Fogarty; Chas. A. Geiger; F. F. Gilbert; Harry C. Gregory; G. E. Heald; Mr. and Mrs. M. U. Norton; C. L. Scholl, Quaker Oats Co.; R. E. Wiese and W. S. Shepard, Trans-Mississippi Grain Co.; F. J. Watts, Gordon Grain Co.; and O. F. Wulfekammer, Grain Inspection Dept. St. Louis sent Mr. and Mrs. James M. Adam and son, S. F. Adam; F. H. Barkley; A. H. Beardsley, Picker & Beardsley Commission Co.; H. L. Boudreau; J. H. Caldwell; R. R. DeArmond, Supervisor of the Dept. of Weights and Samples, Merchants Exchange; Charles E. Dreyer, Dreyer Commission Co.; Mr. and Mrs. W. J. Edwards; C. J. Gundelfinger; Mr. and Mrs. W. E. Hotchkiss; Mr. and Mrs. Arthur Kilz; W. J. Klosterman; George C. Martin, The George C. Martin Co., delegate from the Mer-

chants Exchange; A. L. McDonald; N. P. Nelson, Langenberg Bros. Grain Co.; Ralph E. Nye; G. E. Parrott; H. H. Savage; O. H. Schwarz; Mr. and Mrs. Van Romp; and C. H. Williamson.

From Omaha's native state were R. W. Anderson, Wood River; Frank Baand, Straug; Mr. and Mrs. Chas. Barnes, Blencoe; Mr. and Mrs. C. L. Bartlett, Chappell; R. R. Becker, Crowell Elevator Co., Spalding; Mr. and Mrs. B. H. Blevins, Milford; T. M. Buckridge, Brock; Mr. and Mrs. C. B. Callaway, Fairbury; A. T. Carleson, Axtel; Ned Carter and R. C. Chittenden, Graf; C. L. DeLong, Nebraska City; J. C. Demers, Sunol; H. E. Dixon, Updike Grain Corp., Wymore; Mr. and Mrs. T. F. Drummy, North Platte; B. A. Dudden, Venango; Mr. and Mrs. B. N. Dunlap, Bridgeport; John Egbert, Vanderslice Lynds Co., Grand Island; M. T. Frederick, Venango; W. C. Grotts, Garland; C. W. Hagerman, Liberty; Mr. and Mrs. J. B. Hassman, Coleridge; "Dave" C. Hauck, Scoular-Bishop Grain Co., Fairbury; Mr. and Mrs. J. W. Hutchinson, Central City; Mr. and Mrs. W. B. Jewett, Sidney; Mr. and Mrs. H. J. Johnson, Holdrege; Mr. and Mrs. G. A. Kailey, Red Cloud; T. B. King, Central City; Edw. Kuhl, Ashland; Mr. and Mrs. W. R. Lages, Scoular-Bishop Grain Co., McCook; Mr. and Mrs. L. G. Lowe, Sidney; Mr. and Mrs. Geo. W. Lueth, Fremont; G. D. Marsell, Enders; Julius Mazour, Deweese; Mr. and Mrs. Jos McEwing, Crofton; W. F. McFarland, Scoular-Bishop Grain Co., Beatrice; G. W. Minor, Garland; J. R. Morrison, Chappell; Henry W. Muzik, Deweese; Mr. and Mrs. Geo. Myers, Big Springs; Mr. and Mrs. J. G. Nygren, Oshkosh; Mr. and Mrs. Rex Peters, Greenwood; Homer Peterson, Genoa; Mr. and Mrs. H. C. Peterson, Chappell; Mr. and Mrs. M. C. Phillips, Leigh; J. E. Priest, Grainton; Mr. and Mrs. Simon Rehmel, Alvo; E. "Ted" Robinson, Waterloo; D. O. Ruyle, Blue Springs; R. R. Savage, Elsie; E. P. Schroeder, Imperial; Mr. and Mrs. Ross Sexson, Scoular-Bishop Grain Co., Holdrege; Ray G. Sparks, McCook; H. V. Swanson, Johnson; Mr. and Mrs. C. W. Theal, Sidney; R. L. Thompson, Gresham; Mr. and Mrs. B. L. Vanduff, Broadwater, and Carl W. Yount, Nebraska City. From Lincoln came Ward Simpson, Lamson Bros. & Co.; John M. Paul and Cass Morris. Superior sent E. Bossemeyer, Jr., O. Marshall, and the following representatives of Scoular-Bishop Grain Co.: Mr. and Mrs. Fulton Chestnut, George Scoular and D. L. Willhoite.

New York state, specifically Springville, was there with James H. Gray. From Buffalo were George B. Wood, Harold E. Tweeden, P. D. Connors; and M. C. Burns of the Sunset Feed & Grain Co. From New York City came J. E. Baker; who else would do?

Ohio was ably represented by E. C. Elkensberry, his wife and son, all of Camden; and Sam L. Rice of Metamora. Cleveland was there in Fred E. Watkins. From Cincinnati were A. M. Braun, President of the Board of Trade; J. A. Hallam, Chief Inspector and Weighmaster; and D. J. Schuh, Executive Sec'y of the Exchange, as well as of the U. S. Feed Distributors. From Toledo were Carlton E. Bryant; H. R. DeVore; E. G. Kiburtz; and C. E. Patterson, John Wickenhiser & Co.

Oklahoma state sent G. M. Cassity, Tonkawa; and John O'Brien, El Reno. From Enid were Ben Feuquay; A. Roy Hacker; Willis B. Johnston; and Cecil E. Munna, Enid Terminal Elvtr. Co. From Oklahoma City came F. J. Olson.

Pennsylvania: John H. Frazier, W. O. Fehling, and S. A. King, Philadelphia; A. J. Gallagher and L. C. Newsome, Pittsburgh; and Jas. L. King, Westchester.

South Dakota: Mr. and Mrs. H. C. Lueth, Spencer; and E. H. Sexauer, Brookings.

Tennessee: F. E. Gillette and R. W. Hale, Nashville; Walter M. Browne, J. R. Chisman, J. M. Frenholm, C. G. Robinson, and C. A. Talbot, Memphis.

Texas: Mr. and Mrs. C. W. Childress, Temple; Ben G. Clement, Waco; E. W. Crouch, McGregor; Douglas W. King, San Antonio. Fort Worth: C. M. Carter and wife, Carter Grain Co.; C. C. Henderson, W. W. Manning; and Killough K. Smith of Kimbell Milling Co. Galveston: Mr. and Mrs. Julius W. Jockusch, J. F. Ryder, and Mr. and Mrs. Thos. F. Shaw. Houston: D. J. Green; Miss Rose Stockton of S. Rothschild Co., and W. J. Peterson, Chief Grain Inspector and wife.

Virginia: E. J. Martin, Norfolk.

Washington: Mr. and Mrs. S. J. Brown, Spokane; H. L. McIntyre, Seattle.

Washington, D. C.: Wm. G. Mish.

Wisconsin: "Andie" Anderson, F. B. Bell, Chief Inspector A. A. Breed, J. B. E. Currie, Roy I. Campbell, John C. Hensey, W. A. Hottensen, J. W. Juneau, Leonard J. Keefe, Chief Weighmaster M. H. Ladd and wife, Wm. Madden, J. M. Riebs, Jr., D. K. Steenbergh, sec'y Central Retail Feed Ass'n, Feed Bag, and Wm. Young, all of Milwaukee; and W. H. Scott, Wisconsin Grain & Warehouse Commission, Superior.

Wyoming: Mr. and Mrs. Robert M. Cottier, Yoder and Mr. and Mrs. A. D. Persson, Cheyenne.

Many other names appear in the convention minutes and beneath engravings. Others we met not.

Machinery and Supply Men.

Machinery and supply men attending, in addition to those mentioned in connection with exhibits included: Thos. H. Ashton, Omaha; W. C. Bailey, Omaha; A. H. Clark, Omaha; H. J. Counsell, General Electric Co., Omaha; E. H. Cramer, Hampton, Neb.; W. H. Cramer, W. H. Cramer Construction Co., North Platte, Neb.; Mr. and Mrs. Geo. Douglas, Kansas City, Mo.; G. O. Greenway, Omaha; A. M. Hill, American Machinery & Supply Co., Omaha; Ralph Irwin, Omaha; H. R. Miller, Richardson Scale Co., Omaha; C. H. Tillotson, Omaha; Clyde E. Wengert, American Machinery & Supply Co., Omaha.

Souvenirs.

SOUVENIRS liberally distributed included pencils by Black Hawk Grain Co., Wisconsin Grain & Warehouse Commission, J. H. Dole & Co., Sheffield Elevator Co., and the Donahue-Stratton Co., and Hiawatha Grain Co.

Extension cigarette holders were generously passed out by the O. W. Randolph Co.

Football schedules of all leading teams of the country were given out by the Fontenelle Hotel.

Tweezers for picking out damaged grain were the gift of the Clow Winter Mfg. Co.

Quills in varied colors were distributed by the Black Hawk Grain Co.

Sham silk kerchiefs to which were attached a vest memo were passed out by the Terminal Grain Corporation.

Cow bells were distributed by the Butler-Welch Grain Co.

Miniature match boxes bore the compliments of P. B. & C. C. Miles.

Freight tables were distributed by the Marshall Hall Grain Corporation.

The Los Angeles Grain Exchange told of the advantages of its city in small booklets in the shape of oranges, and held open house at its commodious headquarters extending an invitation for the 1928 convention.

Note books were given by the Chicago & North Western Line.

"Three Hundred and Sixty-five Facts about Omaha and Nebraska," was the title of an interesting booklet put out by the Omaha Chamber of Commerce.

Signature blotters were distributed by the W. H. Cramer Construction Co.

Calendars were given out by the Toledo Grain & Milling Co.

Blotters carrying a photograph of the Western Maryland Railway Co.'s 4,000,000 bushel elvtr. at Port Covington, Md., were distributed by J. A. Peterson.

The Sioux City Grain Exchange maintained hospitable quarters where visitors were treated to candy and cigars and the other refreshments and membership rosters were given out. Freeman Bradford, sec'y-traffic manager, was the genial host.

The United States Feed Distributors Ass'n had the articles and by-laws of its organization printed in a neat book which was distributed.

Insurance Representatives.

Insurance men included V. E. Butler, ass't treas. of Indianapolis, C. R. McCotter, resident western manager, and wife; Mr. and Mrs. Carl H. Brasee, Don Mountain, all of Omaha and H. M. Lehr of Lincoln, all of the Grain Dealers National Mutual Fire Insurance Co., Indianapolis; D. O. Milligan, sec'y of the Western Grain Dealers Mutual Fire Insurance Co., Des Moines; and E. H. Moreland, sec'y Tri-State Mutual Grain Dealers Fire Insurance Co., Luverne, Minn.

The Los Angeles and Sioux City Exchanges had separate rooms which they officially announced as headquarters for their individual organizations.

Grain Weighmen Hold Interesting Meeting

The Terminal Grain Weigh-Masters National Ass'n held its 10th annual meeting Monday morning, Oct. 10, in the Florentine room of the Fontenelle hotel, Omaha. The session was called to order at 10 a. m. by Pres. J. A. Schmitz, Chicago Board of Trade Weighmaster. He gave his annual address as follows:

President Schmitz' Annual Address.

It is indeed a pleasure for me again to meet and greet you, at this our Tenth Annual Meeting. This is the fourth time I have had this privilege.

I am well persuaded that it was not the intent of the organizers of the Terminal Grain Weighmasters National Ass'n to elect and reelect, year after year, the same officers to guide the destinies of this organization; nor do I believe that such a course would be in the interest of the association. I mention this because of the seeming tendency, when selecting our officers, to ignore the fact that we have in our membership many very capable men, well qualified to direct the affairs of our organization, and who should be given a chance to do so.

While on this subject, may I also refer to our former policy, since abandoned, of delegating labor and responsibility to specially appointed committees. Perhaps, instead of special committees, additions to our list of officers would better serve the purposes and progress of our organization. In any event, it is my hope that before we adjourn we will take some action that will involve a division of duties to the end that there will be greater participation, by a larger number of members, in the affairs of our association.

Surely, it would be idle for any of us to contend that there are no problems capable of solution that should be handled by this organization of Terminal Grain Weighmasters. On the contrary, because of their relative importance, it would be difficult to determine just which of these many problems should receive our first consideration. Hence, it pleases me that so many subjects have been advanced by our membership for discussion at this meeting, even though there was apparent, in the beginning, a hesitancy on the part of members to "come across," so to speak. Doubtless this hesitation was due to modesty inherent in weighmasters generally.

The subjects docketed for debate include matters with which some weighing departments may be more concerned than others. For example we have the question of differences in weights on grain carried by vessels, commonly termed "vessel shortages." This subject will be handled by State Weighmaster Juneau of Superior, Wis. Because of its importance we have invited Messrs. Schrader and Stevenson, representing insurance concerns that insure the outturn weights of cargo grain, in the hope they will talk to us on this matter from the viewpoint of the insurance man.

Mr. King of the Western Weighing Ass'n desires to give us some of his field experiences which relate to weight differences that may be due to garner conditions. And Weighmaster Quist, of Minneapolis, will discuss co-operation between shippers and terminal weighmasters, and between terminal weighing departments, by the use and application of loading weight cards; Weighmaster Hellam of Cincinnati will discuss the mooted questions involved in the subject of Country Weights vs. Terminal Weights.

C. A. KING of the Western Weighing & Inspection Buro, Chicago, gave an address on garner conditions based on his field experience. He said:

Weight Difference Due to Garner Condition.

What is a garner and where is it located?

This is a bin between the top of the elevator leg and the scale hopper into which the grain is dropped before being weighed; it is built with different numbers of openings and has slides attached to a lever, which can be opened and shut by the weighmaster.

Elevators constructed years ago had twin scales with no garners, and garners with only one opening and slide in the center. In this type of garner, a sounder made with a block of wood attached to a rope, which extended down in front of the scale beam, told the weighmaster when his garner was empty; some also had an opening in the floor over the garner, with a ladder, so he could get down in and see if the lining was wearing out and holding up

the grain. Now they are building them of concrete with nine and twelve openings and slides, some only leaving a hole in top with no ladder, and the latest not even a hole, tho this has been corrected.

The sinks or pits, the elevator leg and scale hopper, can be watched closely, but the garner with its many openings that could be stopped up with an elevator bucket or paper, is up there taking care of itself. In an elevator that is unloading a good run of cars it is almost impossible to see down to the bottom on account of dust without delaying the unloading.

In regard to differences of weights, some time ago we had garners in which were twelve openings that would hold up grain all the way from 300 to 3,000 pounds. They had to keep a man up there all the time to be sure to examine it after every car so as to get the correct weight.

Another instance. I had 4,000 pounds shortage on a car from a terminal market to a mill. I looked in the garner which had six openings and one of those was plugged up. When they cleaned it out and weighed it up the contents weighed 4,080 pounds. I could not say this was a shortage out of this car or some other car or from the elevator, as when anything is found in a garner the excuse is they have just been running house grain. Another place I made an investigation account of shortage, the garner had four openings. Two of these had been stopped up, and when they were cleaned out they had 15,000 pounds of different kinds of grain. The elevator man did not know about the number of openings; all he knew was that the garner is a bin, and he had a lever to open and shut it with.

Garners should be examined after every car is unloaded, as they can cause many variations in weights. Slides should be examined to see they are not leaking. This can be done by holding grain in the garner for a few minutes before dropping into scale.

Discussion followed on how to make sure the garner is empty before another car of grain is run into it. Some thought a glass could be arranged to look into the garner. Others thought the best method was to arrange a drop light over the garner so the tallyman might inspect the inside. The importance of such inspection was well established.

The pitch of the hopper bottom has much to do with a garner clearing itself. It should be at least 40 per cent. Steel lining also helps.

P. P. QUIST, state weighmaster from Minneapolis, in discussing cooperation between shippers and terminal weighmasters said:

Why Use Shippers' Weight Cards?

Minneapolis as a milling center receives from one to two thousand carloads of wheat in a day during the threshing season of the Northwest. As the daily capacity of the flour mills is less than four hundred cars, the large per cent of the grain received during that time is stored in the terminal elevators. This storage wheat is weighed by the state when loaded out, and again when unloaded at the mills.

In this crosstown movement of the grain, the state, having had charge of the loading as well as the unloading weight, must assume responsibility for any discrepancies between the two weights, above the recognized tolerance in clear record cars.

It was only by adopting the shipping card system that a daily check of the scales and other equipment was possible. With a card before him showing both the loading and unloading weights, the weighmaster can tell at a glance if the two weights are in harmony and, if out of line, take steps immediately to correct the trouble. The result has been that thousands of cars of wheat are handled between the storage elevators and the mills with an average shrinkage of about one bushel per carload.

Some years ago the Terminal Weighmasters' Ass'n recommended the adoption of shipping cards for use at the various terminal markets. While some have failed as yet to comply with this recommendation, the leading markets are using these cards with the best results. This is especially true of such markets as had no crosstown movement of grain, whereby they could compare their own weights, but depended on the annual, or at best semi-annual, scale test.

Minneapolis, being a large milling center, receives a large amount of wheat from the various terminal markets, and consequently we are in position to compare their weights with ours.

Weights have improved since this system has been in use. We receive hundreds of cars of wheat from some of these markets where the difference between the loading weights and ours is less than 100 pounds per carload, when formerly the difference was twice that amount.

It has always been our practice to return the cards with our unloading record to the shipping market as soon as the cars are unloaded, which gives that weighmaster a chance to keep close check on his weighing stations. While it is true that shipping cards mean additional work for the weighing service, this is well spent and appreciated by the grain trade.

We have a law in Minnesota which reads: "Every shipper of grain shall fasten upon the inside of each car shipped by him a card giving the car number and initial or other distinctive mark of such car, the date of shipment and the exact weight of the grain in such car as claimed by the shipper. If he fails so to do the official weight shall be made prima facie evidence of the quantity of the grain shipped in such car."

This law has been in effect for years and is of benefit to the shipper, as it is the duty of our weighers to compare their weight with that of the shipper. If the spread is more than the recognized tolerance he must make a thorough investigation to ascertain the cause for this difference. It is plain that such investigation, made while the grain is still in the scale hopper and the car at unloading pit, is of more value than one made later when the circumstances surrounding the case may be forgotten. When there is no shipping ticket the state weigher has no means of knowing the amount of grain loaded by the shipper, and consequently would not be aware of a shortage.

I have before me three shipper's weight cards showing the loading weight in detail. These cars were all from one country elevator and loaded consecutively, and weighed here on different scales, having no connection in unloading.

Car No. 1 showed the loading weight to be 92,270 pounds, our weight 82,480 pounds, shortage 9,790 pounds. In adding the shipper's drafts, as shown on the card, we found he had made a mistake in his addition; the correct addition showed the loading weight was 90,390 pounds, which reduced the shortage to 7,910 pounds.

Car No. 2 showed the loading weight as 82,490 pounds. Our weight of this car was 89,550 pounds, over-weight 7,060 pounds.

Car No. 3, shippers weight was 84,450 pounds, our weight 85,200 pounds, over-weight 810 pounds.

Total over-weight in cars 2 and 3, 7,870 pounds. Deducting the over-weight from the shortage in the first car, the difference between the shippers' weight and ours in the three cars was only 40 pounds, which proves he weighed the wheat correctly and also that his scale was correct. The trouble in this case was in not keeping correct account with his shipping bin in loading his cars. As his name and address appeared on the cards, he was advised of his mistake in adding the draft in the first car as well as the over-weight in the others, and I am sure that he will be more careful hereafter.

This close communication with the shippers thru the shipping cards has brought about a much better feeling towards the terminal markets in our State and it is rarely we have any complaints regarding weights from shippers who post their weights as required by law. It seems that a person knowing his weight will be scrutinized, is more careful in his work. Our trouble is generally with the shipper who is careless in his work and ignores the law regarding loading weight cards, which law has no penalty provided for its violation.

I have been told that some shippers object to revealing their loading weight, believing that should they happen to forget to count a draft in loading, with subsequent over-weight, that they would only receive credit for the amount stated on the shipping card, while if the terminal market had no knowledge of the loading weight, they would receive credit for the entire load. This feeling towards the terminal markets may have existed years ago, but I am sure it does not exist in our State today, as our records show that there are nearly as many over-weights as shortages in country shipments.

Our records show conclusively that the use of shipping cards has resulted in closer weights between terminal markets, and we also find that closer weights are possible from country elevators using the shipping card system. That being a fact, I believe that our Terminal Weighmasters Ass'n should go on record as favoring the general use of the shipping cards, and I would suggest that we recommend to the Grain Dealers Nat'l Ass'n, now assembled that it adopt a rule requiring its membership to post a card showing in detail the loading weight in all their grain shipments.

T. B. ARMSTRONG of the Kansas Weighing Dept. testified as to the success of the card system between the Kansas City and Minneapolis departments.

MR. QUIST suggested that the information on these weight cards be made to include the scale designation for checking any inaccuracy that may develop. If the cards are returned such checks are easily made.

Several thought it unnecessary to return the cards but favored reporting back when differences in weights showed. It was thought that the Grain Dealers Nat'l Ass'n should favor country elevators using these weight cards.

A letter from H. A. Juneau, Wisconsin State Weighmaster located at Superior, regretted his inability to attend. The letter was read by Sec'y M. H. Ladd of Milwaukee. It remarked in regard to shortages in lake shipments.

Shortages in Lake Shipments.

My dear Mr. Schmitz: I am sorry to say that owing to matters coming up, which I could not foresee, I will be unable to attend our Convention at Omaha, and will therefore be unable to discuss the subject of Vessel Shortages, which you had assigned to me in your program. I had planned on discussing this subject with the members without the aid of notes and for this reason did not prepare a paper on the subject.

In proposing this subject to you as a part of the program, I had in mind one of my own problems, which I felt was a like problem with every terminal weighmaster located at a lake port, and which I felt also each one of those weighmasters would be in a position to discuss as thoroughly as I. This problem is the steady increase we have been having during the past ten years in the average shrink or loss per thousand bushels of grain moving by boat to lower lake ports. The increase has more than doubled in the last ten years without apparent reason so far as I can see, except possibly this one fact: Previous to about 1916 all shortages in weight by boat between upper and lower lake ports was accounted for by the companies operating the boats which carried the grain, while during the last few years these cargoes have been insured as to outturn weight. This insuring of outturn weight relieves the vessels of all responsibility in this matter, and results in more careless handling of the grain, in that they were not concerned in the outturn weight.

I had planned on discussing this by comparing the methods to regulate the weight as well as the authority to do so as between Departments, like Chicago, Milwaukee, Duluth and Superior on the one side, and those in effect at Buffalo and other lower lake ports on the other side. Also to show by actual figures the difference in the average loss per thousand bushels as between full lots or cargoes loaded and unloaded between two houses, one the loading and the other the unloading, and those which were unloaded at several different houses. In checking over boats which have been unloaded at several houses it frequently happens that all but the last house take out of the lot or cargo whatever their bill of lading calls for—while the last house has to take what is left and the shortage shows up against that house.

Another angle that could be talked over would be the difference in shrinkage of new grain and old grain.

I think, however, that the question or comparison of methods, together with the authority to regulate the work as between loading and unloading ports should receive the most attention in a discussion of this kind. I know I will be very interested in hearing what yourself and the other members of our Ass'n think about this problem.

ROY MONIER of Kansas City said barges and ships carrying grain should be sealed just as carefully as cars if weighing departments are to be held responsible for weights of grain thus handled. He gets reports on his barge loads to New Orleans every month.

PRES. SCHMITZ told about loading a ship

wherein some of the grain leaked thru into the coal bins and was burned with the coal. A shortage of 500 bus. occurred. It was a tramp steamer. The insurance company refused responsibility under the circumstances. Now the owners are looking for the boat in an attempt to collect.

MR. LADD said his department is retained by some of the insurance companies to supervise delivery of grain into boats.

PRES. SCHMITZ remarked that grain used to absorb some moisture when handled in wooden boats, but that is no longer true with the use of steel boats.

J. A. HALLAM, weighmaster at Cincinnati, discussed Country Weights vs. Terminal Weights, saying:

Country Weights vs. Terminal Weights.

Down through the generations, Nations and Countries have set standards of weights and amounts of some kind. They have guarded well their methods and results of their systems and weights, likewise firms and individuals guard theirs with the same care.

With the movement of civilization in this great commonwealth of ours from East to West, settling the vast agricultural districts, the raising of grain became an important business, therefore along with other markets that were established from time to time came grain markets.

The matter of measuring the grain when offered for sale was not found to be satisfactory because of the variation of the weight of a given volume due to light and heavy weight grain, then among other important provisions that were made in markets, scales for weighing the grain were provided.

The producer of grain in early days was at a disadvantage in that he had no scales on which to weigh his grain, and there were non available oftentimes, except at the market, thus he took advantage of the weighing facilities that the buyer of the grain offered him—this custom was followed for many years and is still followed by a great many.

As production increased, terminal or central markets such as we have today were organized and the custom of destination weights seemed to continue to a great extent, hence, we have the Terminal Grain Weighing Departments on which rests a great responsibility. If the seller in his contract says "yes I will sell my grain and trust a certain weighing bureau to say how much I have shipped" the task of weighing it correctly then should be an important one and no detail in the least should be overlooked that would prevent an error.

It was learned as time went on that extra supervision over the weighing and handling of grain at elevators would be a safeguard against errors that might be made—the weighing business had become so important that extra supervision was made a part of the work around elevators in many markets. As terminal markets and weighing departments were created, the country buyer and shipper was making progress also, and as grain handling elevators were built the persons operating these plants wished to know not only how much grain they had bought but how much they were shipping, therefore scales were installed in "Point of Shipment" houses.

It is very gratifying to me as I visit different elevators to see the great improvements that are being made in the proper direction. Of course sometimes we find scales, often of the automatic type, that are in poor condition and so acknowledged by the operator, then again we find scales of the same type that are apparently all right. In this connection I wish to quote a part of a report made by H. H. Alfrey, Chief Scale Inspector, R. I. Lines, Southern District, printed in Grain Dealers Journal in May 25th, 1927 issue, referring to variation in automatic scale weights.

While a few of the railroads have systematic supervision and testing of elevator scales, a great many do not, with the result that the shippers do not have access to regular inspection and tests by competent men with adequate equipment. It therefore necessarily follows that there are hundreds of automatic grain scales in use today that receive little or no attention except that given by the elevator men which in most cases has been found to be inadequate.

A com'ite was appointed by the Chairman, Mr. A. S. Dodge, to develop by actual tests at country loading points just what such scales were doing under ordinary operating conditions.

Says Mr. Alfrey: "It is not our intention either to approve or condemn any make or type of scale, but rather to develop if possible just what could be expected from automatic grain weighing scales at country elevators and I trust that the manufacturers and others interested in this type of scales will receive the following data with that thought in mind."

"It is interesting to note that the scales receiving attention either by competent operation or periodical inspection by scale inspectors produced smaller errors than the scales receiving little or no attention, which goes to prove that the term "automatic" is not all that it implies, and that this type of scale is as much if not more dependent on proper operation than the hopper scales, consequently the specification set forth in Docket 9009 which requires the operators of an automatic scale to ascertain at least four times during the loading of each car whether or not the scale is properly adjusted, should be rigidly adhered to if we are to get good results."

Then he goes on to explain at considerable length how the tests were made and the results of the twenty-two tests that were made, and concludes by saying:

"After careful analysis of these twenty-two tests, together with other data on this type of scale, it was recommended by this com'ite that an operating tolerance of five pounds per one thousand pounds be adopted for grain weighing automatic scales."

The purpose of this article Gentlemen, is not to condemn any special make or type of scale, but I am sure you will agree that with the proper supervision in a market where scales are kept up and certain checking systems are in use, there is less chance for error than there is with conditions Mr. Alfrey mentions in his article.

The scales that were used in past ages were no doubt very crude, and while there have been some very worth while improvements made yet we dare not forget that the law of balance remains the same as it was when the weight of articles were determined in a crude way, and anything that interferes with that law of balance should be considered very seriously. Science and inventions have made great progress in many directions but with the triggers and springs and the complicated and delicate machinery with which many different kinds of scales are constructed it is feared that there is danger of getting too far away from the principle of balance and simplicity and displace it with something less dependable. Whatever idea we have of a convenient or "Expense saving grain weighing scale" we are inclined to accept the report of Mr. Alfrey on conditions surrounding automatic scales.

The difference that is sometimes found between shippers' weights and outturned weights at a terminal market, even tho no leak is found, does not mean that the weigher at either end of the line is any less able or competent or inferior to the other weigher, but due in a great many cases to the conditions under which the weights were obtained.

That scales will weigh correctly one with the other when both are in good condition and care is exercised, is attested by the many checks we make in cross-town movements from one elevator to another, from hopper scales to R. R. track scales where the gross and tare is taken in the proper time, and from R. R. track scales to hopper.

In closing I would like to recommend that this organization go on record as requesting



Part of the Delegates to the Weighmasters' Meeting. Left to Right: C. G. Stoddy, Wm. Byrne, J. A. Hallam, J. A. Schmitz, P. P. Quist, T. B. Armstrong, Paul Larson, H. L. Goemann, S. A. Holder, Roy H. Monier, R. R. DeArmond, M. H. Ladd, F. M. Fink, Harry R. Clark, Dan McGrath, Mr. Brentnall, Mr. Bylsma, Mr. Scott, Mr. King.

those of the shippers who are not giving their scales close attention, as a matter of co-operation with terminal grain weighing markets, to do so.

MR. ARMSTRONG thought the country shipper should be educated to give his automatic scale greater care. Too many leave them go for years because they are automatic and they think no care is necessary.

SECY LADD discussed the improvement in the number of leaking cars coming into terminal markets. He said:

Grain Dealers Journal recently published statistics on leaking cars. They show that over 50% of the leaks are grain door leaks. It behooves our weighing departments and organization to supply the trade papers with such data. They do much to educate grain men properly to prepare their cars for loading.

How long should we keep weighing records? They pile up awful fast.

Everyone agreed that records should be kept just a little longer, probably a year, than the legal requirements.

SECY-TREAS. LADD made his annual report. The financial statement showed the organization in good condition.

Election of officers resulted in the following election: Pres., P. P. Quist, Minneapolis; Vice-Pres., M. H. Ladd, Milwaukee; Sec'y-Treas., Harry R. Clark, Omaha.

A motion was carried that the President appoint two other members to serve with the officers as an executive com'te. Pres.-elect Quist appointed Roy H. Monier, Kansas City, and W. H. Byrnes, Chicago.

A discussion on railroad equipment showed single wall cars are more satisfactory than the double walls. Sec'y Ladd suggested a com'te of three be appointed to investigate the subject and make recommendations at the next meeting. P. P. Quist and M. H. Ladd were appointed to serve with Chairman Harry R. Clark to make up this com'te.

The following resolutions were adopted during the course of the session.

Resolutions.

Grain Weight Cards.

WHEREAS shippers' weight cards have proven of great benefit to weighmasters at terminal markets in checking the accuracy of their scales, be it hereby

RESOLVED that H. L. Goemann, chairman of the Transportation Com'te of the Grain Dealers National Ass'n, be urged to bring the matter to the attention of that Ass'n and urge passage of a resolution by that body recommending country shippers supply such cards with their shipments.

Scale Garners.

WHEREAS it has come to the attention of this meeting that in new grain elevators which are being constructed in various parts of the country, sufficient attention is not being given to the proper construction of the receiving garners with the result that grain becomes lodged in these garners and does not discharge into the scale hoppers and

WHEREAS I. C. C. docket 9009 provides certain requirements and specifications for garner construction, especially as to size of openings and pitch of hopper bottom, therefore be it

RESOLVED that the attention of elevator builders, designers and owners be called to this important matter thru Mr. H. L. Goemann, chairman of the Transportation Com'te of the Grain Dealers National Ass'n.

Leaking Cars.

WHEREAS the grain trade publications have done considerable beneficial work in publishing statistics and information regarding leaking cars found at terminal markets and considerable work along this line has been done by the Transportation Com'te of the Grain Dealers National Ass'n and

WHEREAS these have reacted to help reduce the number of such leaking cars, be it hereby

RESOLVED, that the Terminal Grain Weighmasters Ass'n and its individual members give the trade publications and the chairman of the Transportation Com'te of the Grain Dealers National Ass'n every cooperation along these lines.

Adjourned *sine die*.

Luncheon.

A splendid luncheon of several courses including ice-cream molded in various forms with

colors and satisfying after-dinner cigars, was held in the Florentine room immediately following the meeting. Friendly, animated discussions continued around the tables. Members and guests enjoyed it to the utmost.

The following were in attendance: J. A. Schmitz, Chicago; C. A. King, Chicago; P. P. Quist, Minneapolis, M. H. Ladd, Milwaukee; Henry L. Goemann, Mansfield (Ohio); Roy H. Monier, Kansas City; Paul Larson, Sioux City; F. M. Fink, Kansas City; T. B. Armstrong, Kansas City; C. C. Stody, Des Moines; J. Bylsma, Chicago; Harry R. Clark, Omaha; T. E. Brentnall, Denver; J. A. Hallam, Cincinnati; W. S. Byrne, Chicago; D. N. McGrath, Omaha; W. H. Scott, Superior (Wisc.); F. H. Schlinkert, St. Louis; R. R. DeArmond, St. Louis; S. A. Holder, Indianapolis.

Heavy Run of Wheat at Chappell, Nebr.

Probably the heaviest single day's run on the present wheat crop to be enjoyed by a country elevator was handled by the Farmers Elevator Co., at Chappell, Neb., on July 25. The influx of combines in the Chappell district this year was the greatest single factor in the rush of grain to market at harvest time.

The records of the company for July 25 show that 46,875 bus. and 40 lbs. of wheat were taken in that day. Practically all of it was brought in trucks. The first load was dumped at 6:30 o'clock in the morning. A youngster, busy handing scale tickets from the beam to the drivers, kept tally of the loads. When the 700th was reached he declared it was enough for one day. It was 8 p. m. and the elevator stopped receiving. Exactly 700 loads, averaging 67 bus. to the load, had been taken in.

The Farmers Elevator Co. has a double elevator of approximately 70,000 bus. capacity. The receipts were so heavy, grain was not run into bins. It simply moved from the wagon pits direct into cars.

Four men were kept busy in the office writing tickets and handling the book work. Manager C. L. Bartlett had his hands full directing truck drivers. All the truck weighing was done over a 10-ton Fairbanks truck scale. One man was kept busy writing tickets.

The 700 loads received that day indicate 1,400 weights, which is a pretty good day's work for a truck scale. Trucks stopped on the

scale platform hardly long enough more than to shift gears.

Equipment includes two Winters Truck Dumps and steel pit grates. Five men were kept busy removing end-gates, operating the dumps and using a broom around the grates.

One of the air tanks developed a leak which prevented capacity operation for a time. Toward evening this was repaired and during the last two hours of operation grain was dumped at the rate of four loads a minute.

The elevator has two legs with combined capacity for carrying 65,000 bus. per hr., one being capable of elevating 35,000 bus. and the other 30,000. Before the movement started the company replaced its former leg drives with Winters Direct Connected Head Drives, each with a 10 h.p. Fairbanks-Morse inclosed self-ventilating motor. It is worthy of mention at this point that neither gave the slightest bit of trouble and that during July this year the company's power bill was \$32 less than a year ago, tho 25,000 bus. more grain was handled.

Two Richardson automatic scales and two spouts permitted loading two cars simultaneously. On the day of the peak movement 23 cars were shipped to primary and terminal markets. Most of them had capacity for 100,000 lbs. and each was loaded to its limit.

Two men were kept busy cooping cars and two more looking after the loading.

A Fordson tractor served as a switch engine, moving the loaded cars out of the way and spotting empties.

Truck drivers from all over the country made Southwestern Nebraska a mecca at harvest time this year. The extensive use of combines permitted no truck to languish for work during the wheat movement. Everything from a Ford to an International was used. Rates varied according to distance. Much of the hauling was contracted.

This is the heaviest single day's movement handled by a country elevator on record. Other elevators in Southwestern Nebraska worked equally as hard but didn't have as great handling facilities.

Railroads cooperated efficiently. Along the lines of the Union Pacific and Burlington every siding was filled with empties and at no time was it found necessary to dump wheat on the ground for lack of cars.

The Southwestern Nebraska movement on the present crop is unparalleled by any previous records in the state.

The plant was overhauled and remodeled by the W. H. Cramer Construction Co.



Elevator at Chappell, Neb., which Received 700 Loads and Loaded 23 Cars in One Day.

Autumn Meeting of the Farm Seed Ass'n

The first Autumn meeting of the Farm Seed Ass'n of North America was held at the Drake Hotel, Chicago, Oct. 4. The opening session was called to order at 10 a. m. by the Pres., E. F. Crossland of Toronto, Ont., who called on W. L. Oswald for his address on "The Value of a Code of Ethics," in part as follows:

The Value of a Code of Ethics.

In former years it was a rather simple matter to merchandise seeds. Only a few were interested, but now it is different. The seed business is carried on by a large number of firms located in every part of the world. For many years seed firms operated along lines of their own individual desires. They knew little or nothing of what the "other fellow" was doing. They had one object in view; that of making a profit. In a few cases, in their eagerness to show profits, some have even resorted to unethical practices.

Due to this unorganized state of affairs and these unethical practices state after state passed legislation regulating the sale of seeds.

I have spent considerable time in perusing a book entitled "Codes of Ethics" by Edgar L. Heermance. In this interesting book over 200 codes of ethics, representing approximately 130 industries, are given in full.

There are two kinds of codes outlined in this book. The first is made up of general statements—a series of platitudes with no definite trade abuses mentioned. A code of this kind is, in my estimation, worthless and does not help much in keeping the members of an ass'n from performing acts which are unethical and which greatly injure the entire ass'n.

The second kind of a code, which has been adopted by many ass'ns, definitely depicts trade abuses in the industry. When members accept this kind of a code, they are morally bound to cease from practicing the definite trade abuses which are outlined in the code. This kind of a code is far more effective than the one which merely states generalizations.

It might be well to enumerate some of the trade abuses which have been practiced from time to time by members of the seed industry, and which have done much to discredit the entire industry. They may have resulted in temporary gain for a few individuals but they have certainly done a decided harm to the industry. Some of these abuses are:

Selling at wholesale prices to those who do not qualify as retail distributors.

Not offering proper protection to the retail dealer.

Misrepresentation as to origin and variety.

Willful adulteration or substitution in order to make greater profits.

Willful mislabeling of seeds to conform to state seed laws.

Establishing of prices which do not permit a fair margin of profit.

Unethical competition.

The promiscuous issuing of open price lists.

Unnecessary boosting of prices during the buying season.

Failure to abide by contracts entered into, either written or oral.

Trying to get a competitor's customer to cancel an order and place it with you at a lower price.

Untruthful and exaggerated advertising of merchandise.

Permitting salesmen to misrepresent merchandise.

Selling with guarantees against price decline.

Granting credit to customers whose financial standing does not warrant such credit.

High pressure salesmanship used in overselling customers.

Refusal to arbitrate differences with fellow seedsmen.

Failure to join competitors in trying to raise the standard of America's agriculture.

Unless the code of ethics is lived up to it is useless. An ass'n must adopt some definite plan for enforcing it. Every member who violates any part of the code should be penalized, not just reprimanded. He should be made to see the folly of his actions in some way that will keep him from repeating the act at some future time. This is a matter for each ass'n to decide.

Please let me quote here an excerpt from your honorable president's address before this ass'n last June. It is most significant. Ernest Ford Crossland said:

"We will continue to need in the seed business as in other industries:

"First: Men who place character above wealth.

"Second: Men who possess opinions and firm wills.

"Third: Men who will think nothing profitable that is dishonest, and who will make no compromise with questionable things.

"Fourth: Men whose ambitions are not confined to their selfish desires."

In closing I would like to compliment this ass'n on the strenuous effort it is making to build up this important industry. The seriousness with which you gentlemen are attacking the big problems which confront you is most commendable and I for one have great faith in the future of the seed industry. It is bound to prosper when it has back of it such men as you who are devoting your time, your efforts, and your hard earned money in trying to put this industry on the very highest plane of integrity and efficiency.

Pres. Crossland: I have much pleasure now in asking MR. CLIFFORD CORNELI of St. Louis, Mo., to address us on the subject "How Can the Members of the Farm Seed Ass'n of North America Protect the Retail Merchant?"

Protecting the Retail Merchant.

I do not know that many of our members or many of the men in this room are particularly responsible for any disrepute to which the seed industry may have fallen, but there are in this country, most of you know them, people who, because of their lack of knowledge of the industry, because of their unwillingness to abide by any code of ethics, have thrown the industry into this disrepute. It may be done unwittingly, probably in a great many cases it may be done intentionally but I question that.

If it is true that the industry has a certain amount of disrepute among its customers, the thing that we could probably ask is: How could we eliminate that? Can it be done by individual effort? Probably so if this individual effort is more or less co-ordinated and the efforts made by each one of us as individuals has this one particular object in view. Remarkable good has been done to offset this idea of the unscrupulous dealer by some of the outstanding members of our Ass'n. Many of you are familiar with the campaign to educate their customers that has been carried on by Northrup, King & Co. in Minneapolis. It has been productive of wonderful results for them in the territory in which they operate, but it is limited in its effect because in the same territory others are operating that have no such conception of the ideals of the seed business.

Advertising the Higher Ethics.—Then again in Chicago we have the campaign that has been under way for several years by the Albert Dickinson Company, many of you know about that, but it has been a wonderful campaign. It has hit us in St. Louis just as well as it has others thru the central west. It has done a wonderful amount of good because it has stabilized certain ideals and ideas in the seed industry which has been handicapped and hampered by the operations of less scrupulous dealers or people that unwittingly or unknowingly in that territory have engaged in the seed business with a different idea or a different ideal.

Other campaigns of interest that most of you know about have been carried on successfully in the last few years by the Kellogg Seed Co. of Milwaukee and the efforts of two of our members at Kansas City, the Rudy-Patrick Seed Co., and the J. G. Peppard Seed Co., have established in the minds of their customers different conceptions and true conceptions of the mission of the wholesale seed dealer. I could go on probably for some time reciting individual efforts that have been made just recently to stabilize and to establish the seed industry on a reputable basis. Those efforts are laudable and commendable and until some of the others of us realize the importance of the spreading of that gospel, of an honest desire to serve agriculture, both the farmer and the retail merchant who is the farmer's source of supply in nearly every case, until we have done that we have not completed the mission that is before us.

Discreditable Practices.—Another accusation that is hurled at us is that the wholesale seed business is not on a high enough plane. Another, not enough capable men in the seed industry. Another, stop selling farm bureaus. Another, failure to maintain the price named on the price cards. Another, over-anxiety to do business regardless of profits. General lack of modern business methods and standards.

Direct selling by large seed dealers to any one who will place an order.

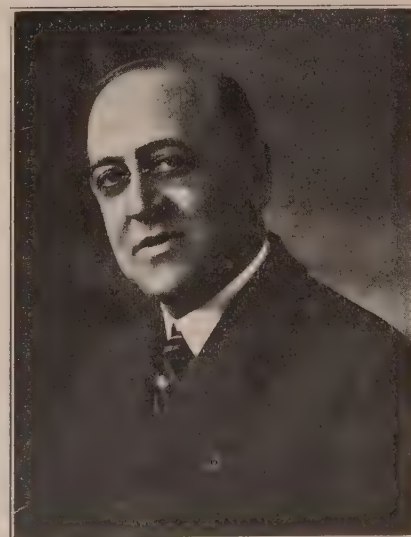
We know there are certain of our members that are protecting retail customers, but the weakness of the thing is that we have not made our customers know it. I refuse to believe that there are not as intelligent men, as big men, as capable men in the seed industry as in every other line of industry, but there is a lack of harmony, a lack of willingness to develop the situation to one conclusion.

Misleading price cards published by our members, are complained of. That is especially true in some markets where prices are set at a high figure with no hope whatever of securing the business at that price. It only leaves the way open for the business of barter and sale for every transaction. One man in the middle western market in reply to the questionnaire said: "I never buy my seeds from the wholesaler with whom I deal at his published price, because I have yet to find the time when I asked him his price by mail or telephone that he did not offer to sell under it without any coaxing from me." If our price cards are worth anything, they are worth just this, that they go out to the retail trade, to the customers to whom we sell as our messenger and establish in his mind just who and what we are. If we are honest, sincere and stand flat on our feet, on our business relations with him, why shouldn't we then be honest and fair in the prices we make on our price cards? They should at all times reflect market conditions. They should reflect our desire to sell. There should be no attempt made by any wholesaler, any member of this organization, or otherwise, to use the prices quoted on his price card to influence or hurt his competitor. They should be issued for the sole purpose of acquainting his customers with conditions as he sees them and explaining to his customer through his prices just what he is willing to take for his merchandise.

One retailer complained that he lost the sale of quite a large amount of goods because he referred to the price list of one of these houses that quotes a high price on their cards but does not expect to get it. He looked at this price card and saw the price was so and so and quoted a price to his customer that included for him a fair margin of profit. The competitor in the same town having a price card of a merchant in another market that was priced in accordance with market values used that for the basis of his quotation and got the business.

Texas has a law that provides if any person engaged in the manufacture or sale of any article of commerce or consumption shall with the intent of driving out competition or for the purpose of financially injuring competitors sell within this state at less than cost of manufacture or production or sale or give away within this state their products for the purpose of driving out competition or financially injuring competitors engaged in similar business, said person resorting to this method of securing monopoly within this state in such business shall be deemed guilty of a conspiracy.

Selling Below Cost.—Is it any less illegal or immoral to sell below cost of production if you do not know what your cost of production is, and that is one of the handicaps in the wholesale seed industry. Some have said our handicap is the lack of an accurate and uniform system of accounting, but I say that the handicap is the lack of any system of accounting. Many of us have a system that we have used for years, that we think provides all necessary information that we have to definitely price the merchandise we are offering for sale, but I am



Clarence K. Jones, Baltimore, Md.
Sec'y-Treas. Farm Seed Ass'n.

afraid in the last analysis many of these systems are antiquated and are failures if we rely upon them entirely for the cost of our merchandise.

So I say unless we are equipped to know just exactly where we stand in relation to cost of goods we sell, we are not serving the retailers because we are not competing fairly for their business.

The Clayton law which is now on the Federal statutes provides that unfair methods of competition are unlawful and that it shall be unlawful for any person to discriminate in price between different purchasers.

Under the Sherman law it is almost a presumption of guilt if your prices are the same as your competitor's. Under the Clayton Act it is almost a presumption of guilt if they are not the same as your competitor's. Under the Sherman law you run the risk of being found guilty if before making your own prices in a given town you ask the local dealer what his prices are and charge the same. Under the Clayton Act you run the risk of being found guilty if you go into a town and make prices without first learning what the local dealer asks, for the Clayton Act simply permits you to meet competition, not cut competition. In short, the Clayton Act makes it essential for a man to act very cautiously lest he injure a competitor by unwittingly discriminating in prices. As for deliberately taking an order below cost to get business away from the competitor, that is quite without the pale of the Act.

Cut-throat competition may be willful competition, it may be misleading competition or it may be unwittingly done. There is no excuse for cut-throat competition when it is done willfully or when it is done to mislead a customer or a competitor. The only excuse for it is that it is unwittingly done occasionally. The way then to save the retailer and to help him so that he does not go back at you when you ask him what is the matter with your business, "Oh, you are a bunch of cut-throat competitors," the only way to do it is to do it so that you will not unwittingly engage in cut-throat competition.

So the last thing I want to say to you is that you best serve your retailer, your customer, by being truthful to him at all times, eliminating exaggeration, eliminating stories that are unfair to your competitor, hit him straight from the shoulder, sell him merchandise as honestly described—a policy of that kind permeating the wholesale seed dealers will soon eliminate the names unscrupulous and unethical that have been hurled at us for some time past. (Applause.)

FRED. W. KELLOGG, Milwaukee, Wis., then delivered the following address:

What Will Be the Effect of the Seed Verification Program?

Thirty years ago field and grass seeds were sold mostly upon their appearance. During the intervening years many changes have been made in the methods of seed distribution. The early seed laws and the original import seed act completely altered the standards of quality. Appearance was no longer the principal measure of quality; information as to the purity of seed and its power to germinate became the yardsticks by which seed quality was largely determined.

Competition between seedsmen has obviously overstressed mechanical purities. Seeds are now offered commercially in some markets which approach perfect purity. It is more than probable the next few years will witness a modification in this direction.

Agricultural scientists have been conducting an exhaustive investigation to determine the adaptability of forage crop seeds grown in certain parts of the United States and foreign countries when planted in the various agricultural divisions of this country. It long since became apparent that these seeds originating in the southern states were not adapted to the climate of the northern sections of the country. Red clover and alfalfa originating in European countries were also found unadapted to some sections of North America.

In order that farmers might guard against planting foreign seeds, which were not well adapted for their use, Congress recently provided that imported red clover and alfalfa be indelibly stained to indicate the country or area of origin. By this action foreign and domestic seed of these varieties were definitely classified.

This action did not, however, clarify the situation in respect to these seeds produced in the widely separated sections of the United States. Perhaps more attention has been given to the adaptability of domestic alfalfa than red clover.

In the northern tier of states, east of the Cascade Mountains, it has been definitely determined that alfalfa originating in Arizona and New Mexico does not possess sufficient winter hardiness to withstand the severe northern winters.

Alfalfa from South Dakota, Montana and Canada has proven better adapted to the cli-

mate of some states than that produced in Kansas, Utah or Idaho. In some localities the origin of seed is not so important. However, in those states where the winters are severe, in order to insure best results, it has been determined that adapted seed can be used most profitably.

So in recent years a demand has been created for red clover and alfalfa of known origin. It might be possible to indelibly mark the origin of clover and alfalfa from the several producing territories, as is done with imported seed, if there were enough colors available. But the leading industrial chemists have found the range of colors far too limited to make this possible. A simple and effective method has been devised to verify seed origin and this has recently been offered for the use of seedsmen desiring to avail themselves of its privileges. It is to be known as the "Verified Origin Seed Service" and is to be operated in cooperation with the United States Department of Agriculture.

Verified Origin Certificates.—Distributors of seeds desiring to avail themselves of the privileges the service affords, were recently invited by the Bureau of Agricultural Economics of the U. S. Department of Agriculture to make formal application for authority to issue verified origin seed certificates. The response from seedsmen both members and non-members of this Ass'n has been far greater than expected.

The system, as it has been laid out, is simple; it does not contemplate the physical inspection of the seed or official sealing under the supervision of any outside agency. It is based entirely upon a plan of supervised documentary evidence; the preservation of samples and a system of stock records designed to follow a given lot of seed from the place of its production to the place of its consumption.

No one who has watched the experimental plots of alfalfa and red clover at the various colleges and agricultural experimental stations, has any doubt as to the value of adapted seed in many sections of the country.

In any event, our agricultural scientists advance the opinion that adapted seed is of great agricultural importance, consequently an increasing demand may be expected for seeds of known origin.

Progressive seedsmen have been furnishing such seed since there has been a demand for a wider classification as to area of production. The situation has, however, been so clouded by the loose propaganda of certain distributors of seeds that the first result to be expected from the inauguration and use of the verified origin seed service will be to clear the air and silence this propaganda. Secondly, a broad acceptance of the service by the seed trade will restore to the industry a large volume of business which has been diverted into outside channels as a result of the propaganda I have mentioned.

It will afford an opportunity of determining upon an extensive scale and within a reasonable length of time the true value, in a given area, of domestic red clover, alfalfa, and other forage seeds produced in the several sections of the U. S. It will place responsibility where it rightfully belongs, for any fraud in respect to origin which may be perpetrated between the place of production and consumption.

Adds to Cost.—It will also add another burden to our costs of doing business. If we so elect, this added cost may be used to still further reduce our net profit. This profit, I need not add, has become woefully inadequate by the costs of other services which have been added from time to time, wholly at our own expense, and without added cost to those who have received the benefits. This service is being introduced primarily in the interest of agriculture. It is also expected the vendor of seed of verified origin will no longer be harassed by the troublesome competition of the price-cutting dealer who handles seed of unknown or untold origin. In any event, the added costs should be borne by those receiving the benefits of the service.

The verified origin service will eliminate a great deal of unfair competition and will do much to elevate the business of seed distribution to a higher plane. Farther than that, it will do more than any other single factor to direct seed demand into the channel of the regular seed trade rather than to other institutions. The regular seed trade possesses the training, experience, equipment and capital necessary to enable it to give the farmer the greatest service in the assembling, recleaning and preparation of his seed for planting and of furnishing him the seed of the quality and kind that he requires at the proper time and in the best possible form. It can do these things more efficiently and at a lower cost than any other agency.

No doubt the verified origin service will affect the seed trade most by bringing further complications into our business. During the past few years, in some of our principal seed distributing centers, common alfalfa has been offered of seven or more separate origins and certified Grimm alfalfa under at least as many headings. This has resulted from the seedman's interpretation of the requirements of his customers. The verified origin service is likely

to add as many headings for red clover and other leguminous seeds.

Obviously it is an economic waste to carry this classification of origin any further than may be actually demanded by agriculture. I believe this Ass'n should immediately appeal to the federal and state agricultural authorities and to the American Society of Agronomy for assistance in accurately determining by extensive tests, as quickly as possible, territorial zones by which origins may be properly grouped. It has been found in other industries that business could be greatly simplified by reducing the number of sizes, or styles of merchandise or products. It is apparent a similar simplification in our industry would prove highly beneficial.

This new service will provide to the consumer of seed the same protection as to origin, as is afforded by the inspection and sealing service of Idaho, Montana and Utah in respect to alfalfa officially certified as to variety and the staining requirement of the Federal Seed Act.

The verified origin seed service is offered for the voluntary use of American seedsmen and we are told it was devised to meet a strong agricultural demand. For various reasons, many seedsmen will see in it little that is desirable for either themselves or their customers. In other quarters it will be eagerly adopted as a means of providing a needed protection to the consumers of seed as well as to eliminate unfair business competition.

Give Verification a Trial.—Distributors of seed, and especially the members of the Farm Seed Ass'n of North America, even though they do not elect to avail themselves of the privileges of the service should not oppose its use by others who elected to use it. If it is in the interest of agriculture every member of the Farm Seed Ass'n should be both anxious and willing to see it given a fair and thoro trial. A few years of actual operation will be required to demonstrate its value. Should it prove all that its proponents claim for it, we may finally expect it to come into universal use. But if there proves to be little demand for seed of verified origin, or if the plan proves unworkable, it will finally drop into the discard with the many innovations which have failed to prove their value.

In closing, may I suggest that this or any other system that will satisfy an agricultural demand and at the same time eliminate unfair competition; silence loose propaganda; direct seed demand into the channel of the regular seed trade and elevate business practices, should be of real interest to the progressive seedsmen.

PRES. CROSSLAND: This is a new movement and the prime object is to serve the best interests of agriculture. The government took this up with the Wholesale Grass Seed Dealers Ass'n. A great many of our members shied away from this as it was a government movement, but many members believe it is a good thing. I want Mr. Wheeler to come up and address you.

W. A. WHEELER, Washington, D. C., in charge feed, seed and hay division of Bureau of Agricultural Economics: We have had 53 applications, 25 members of the Farm Seed Ass'n have made application.

RICHARD BURN, Mitchell, S. D.: What will be done to stop the distribution of unverified seeds fraudulently by misrepresentation?

Mr. Wheeler: The Verified Origin Seed Service is a purely voluntary service and will have nothing to do with the prevention of fraud. The Federal Seed Act has a clause that will cover misrepresentation.

L. TEWELES, Milwaukee, Wis.: What an absurdity that the new Canadian regulations should require Grimm alfalfa grown in the severest climate of Montana to be stained red?

PRES. CROSSLAND, at the closed session which followed, delivered the following:

President Crossland Address.

When we first discussed the advisability of holding a meeting at this time of the year, many of our members expressed the opinion that stress of business would make it difficult for them to get away from their offices, but it was eventually decided advisable to meet here now, if for no other reason than to serve as a check on aggressiveness and over-keenness at a time of the year when it is very costly to be too largely influenced by local conditions.

In other words, the opinion was expressed that by meeting here and exchanging views, we could avoid making too many mistakes early in the season. Speaking seriously, however, with the big issues facing our Ass'n in its change of policy it is very encouraging to see so many members present.

I want to appeal to you for your earnest and

Chief Grain Inspectors at Omaha

thoughtful attention to the proceedings. Mr. John Matter in his address last June stressed the need of unity in these words:

"An industry cannot afford to scatter its strength; it should put its reserves behind one strong Ass'n and give its support to a constructive and well-rounded program."

We are gradually building up our organization and it is thru meetings such as these that we hope to secure a "constructive and well-rounded program." This can only be brought about by every member realizing his responsibility and giving of his best to the work of the Ass'n.

Under the heading of "Co-Operation," I would like to say a few words: Competition has been represented as the life of trade and this, no doubt, is quite true, but it was said in June that one of the many purposes back of every progressive trade organization today is the improvement of individual competition by making every business man a more intelligent and informed competitor.

We have been making some progress along the lines of regional co-operation on the selling end, and now we have started into another active season, it is well that we should try to get more benefit therefrom. In periods of extremely low prices for farm commodities, there is very often some agitation for farm relief measures. You have undoubtedly seen some reference to the article published by the Secretary of Agriculture, Wm. Jardine, on "Stabilizing Farm Prices." Many other articles have appeared along similar lines, some of which are pure theory and impractical; at the same time, I am hoping that at some date in the near future, we may turn our attention collectively, and with better results than at present, to our policies during crop movement.

In most cases during the past five years, the farmers and producers of agricultural seeds have had little to complain of regarding the values received.

Effective Advertising.—I am hoping that it may not be long before we decide on appointing a business manager and undertake some effective advertising. It has in the past been pointed out that a very large volume of business never reaches the regular channels of trade. By doing a little thinking, it is not difficult to visualize the very large possibilities in this direction; possibilities which we have in the past neglected.

If we, as an Ass'n, make a drive to eliminate a great deal of the farm to farm movement of seeds, and divert the demand into the proper channels by educating the farmers to insist on recleaning seeds of high quality, we should be able to greatly increase the sales of farm seeds by the members of our Ass'n. The idea, to use some one else's expression, would be to seek out new customers instead of taking old ones from some one else. By a forcible Ass'n effort, we could secure recognition of our merits and bring before the public the importance of buying farm seeds from reliable seed merchants.

There are just a few thoughts which I submit for your consideration. (Applause.)

A. O. HOGG, Toronto, Ont., read the following resolution from the Canadian Seed Trade Ass'n:

Would Modify Canadian Regulation.

Moved, that under and by virtue of Section 12 of the Seeds Act, 1923, that Paragraph 5 of regulation 3 be amended in view of the preferential treatment given Canadian-grown alfalfa by the United States in allotting it an identifying color and in view of the hardness of alfalfa produced in a number of American States, the Canadian Seed Trade Ass'n considers it in the best interest of agriculture and of the trade to continue identifying alfalfa grown in the United States by staining one per cent of the seed orange when grown in States that produce seed suitable for Canadian use.

That the following States produce suitable seed:

All states bordering on Canada, also the States of Utah, Wyoming, Kansas, South Dakota and Nebraska.

That seed from all other States be identified by staining with ten per cent red and shippers be required to furnish sworn statement regarding state grown in.

During the afternoon executive session numerous com'te reports were presented, after which the meeting adjourned sine die; but most of those present remained in town next day for more com'te work and to attend the conference on verified origin.

Harboring petty suspicions about one's competitor, which injustice is bred by farmers seeking only personal gain, is at the root of any existing ill-feeling between grain dealers, and a condition which only regular monthly meetings will tend to dispell.

The Chief Grain Inspectors' National Ass'n held its 26th annual meeting in the Florentine room of the Fontenelle hotel on Tuesday morning, Oct. 11. Thirty inspectors and delegates were present.

PRES. A. A. BREED of Milwaukee made his annual address, announcing his appreciation for the wire of consolation sent him on the occasion of the last meeting of the organization when his health made it impossible for him to attend. He thanked the officers and com'te members for their close cooperation in carrying on the activities of the ass'n.

SECY-TREAS. PAUL LARSON, Sioux City, made his annual financial report, which showed the organization in good financial condition.

S. A. HOLDER, chairman of the auditing com'te, reported the financial statement of Mr. Larson correct as read.

O. F. PHILLIPS, chairman of the Board of Review, Chicago, presented the following address:

The Inspector's Job.

It has been my pleasure to attend these conventions for the past nine years, and while I have done more or less talking to you on various subjects, I have always carried away valuable and useful information. I believe it was Woodrow Wilson who has said no man ever attended a conference without coming away with some new thoughts.

During the past nine years I have had the pleasure of knowing most of the chief inspectors in the United States, including many of the old-timers who are now passed away, and some of whom I may speak later.

During these same nine years as a member of field headquarters staff I have listened to many tales of these same chief inspectors and their respective departments until I believe I am safe in saying that I know you, your departments and many of your problems to a greater extent than you would imagine.

There are about 40 or 50 inspection departments thruout the country. At different times statements have been made to us that each particular one was the best, that each in turn was controlled by the shippers, by the receivers and by the farmers. Likewise that the Department of Agriculture had no control over them, that we had too much control over them, that they were not permitted to exercise their personal judgment or that they exercised it too much.

We as a department have about 35 officers in as many inspection centers in the country and supervisors in charge of these offices have had practically the same things said of them.

Requests have been made at various times to have this one or that one removed or transferred because he was too strict or too lenient or for other reasons.

Carrying it a little farther, the board has received its share of criticism and condemnation from the trade.

Now all of this has no special significance, as long as these criticisms are more or less evenly divided, but when they come continually in one direction they become matters of grave concern to the department.

I want to outline this grain inspection department of ours, and I mean yours as well as mine, for when Congress passed the U. S. Grain Standards Act it made us all one department whether we will or not. You cannot inspect grain without a license from the Department of Agriculture. When you made application for that license you promised to conform to the rules and regulations promulgated by the Sec'y of Agri. to grade grain in accordance with the United States standards and the interpretations and instructions of the Dept.

On the other hand, the Dept. cannot function without you, as only you collectively are charged with the inspection of grain in the first instance. Consequently we have a very deep interest in you and are willing to go to any reasonable lengths to be of assistance to you or your department as long as there is a willingness on your part to meet us half way in trying to obtain the one objective, better grain inspection.

I attended a National League ball game recently between the Cubs and the Giants. It was near the end of the season and both teams were contenders for first place. Consequently each team was intent on every move made. In the eighth inning with a tied score the umpire called a Cub player out at "first;" it was

a close decision and from where I sat it looked as tho the player was safe.

The Cub team acted as tho they were going to "mob" the umpire. Cub fans called him all the names in the decalogue. They threw pop bottles at him and thru it all the umpire said nothing, but smiled. It was all in a day's work with him, part of his job.

The players roared because it was part of their job to try and put something over on the umpire, to win the game. The partisan crowd roared because the Cub players roared, and there you have the picture of John Jones, grain inspector, who has just turned down ten cars out of an elevator being besieged by the foreman, superintendent, general manager and all the others who can get in on it, who if threats could kill would soon murder John Jones. Any man who holds a position which is empirical in its nature or who acts as an arbitrator between contending parties will always be subjected to such criticisms. If he is too weak-kneed to stand or yields to pressure he has no business on the job.

I have been told that Mr. Smiley, who was chief of the Illinois Inspection Department years ago, had a placard on his desk which read: "Damned if you do and damned if you don't," which comes as near covering the everyday life of a grain inspector as anything I know. If you are going to be damned at all why not for good, honest, conscientious effort which brings its own reward?

A young inspector from one of your markets dropped into our office several years ago for a visit and in the course of a general conversation with me relative to inspection remarked that a fellow had to take a "chance" occasionally. I asked what he meant. He replied, "Oh, you know; carry stuff if it didn't quite make the grade." He was asked if he was hired to take chances or grade grain, and was advised that the only chance he was taking was the chance of losing his license.

One of the most absurd ideas ever advanced by either an inspector or chief inspector is that he has to protect his market. The only protection any reliable firm needs is a good general manager, who gets paid from \$10,000 a year up, and generally knows his business. How in the hell can an ordinary inspector protect them? If an unreliable firm, they spend plenty of time pulling the wool over the inspector's eyes, and you couldn't protect them if you wanted.

I personally know of several poor devils who as inspectors conveniently became "color blind" in an attempt to help somebody out on their shipments, and when they had lost their jobs I don't know that the firms concerned made any special effort to help the inspector get another job.

Altered Certificate: The department has a case under consideration now of some altered inspection certificates. A member of the firm involved has confessed to having done it so that the paper would fit the contract. I don't know what the outcome of the case will be, but I know that every one of you think the man ought to get "plenty" for altering one of your certificates. It is an unethical and unlawful forgery.

I want to make one point here relative to the statement frequently made that inspectors are not permitted to exercise their personal judgment and give grain the grade they may think its quality deserves like they did under the old system of inspection.

I worked under that old system, as did most of you. The only judgment I exercised was what I thought to be the judgment of the chief. I said I would refer again to some of the old-time chief inspectors again. Here it is:

Who of you ever worked under old inspectors I might name and graded any grain on your judgment which was at variance with what you had been told to do?

Getting Rid of Rye: I was on a train several years ago with a group of grain men, including a former chief inspector of a state grain department. We were telling of incidents connected with the business, when the former chief told of his first year running a country elevator. He had accumulated about 300 bushels of rye at the end of the season and didn't know how to get rid of it. One day an "old timer" suggested putting about half of it in the bottom of the next car of wheat he shipped. He said he didn't have the nerve then to put that much in, but did put in 75 bushels, and waited anxiously for the account sale on the car. It came thru all right. The inspector didn't find it. So in the next car of wheat shipped he put the balance of the rye and loaded the car high. The inspectors didn't find the rye in that one. Thereafter he knew how to get rid of his rye and small lots of off-grade stuff. It was a good joke.

That man has a thousand or more dealers, country shippers just like him, in the country today. Do they need protection by your in-

spectors? How about the buyer? The honest country shipper who loads his car evenly and knows what he ships don't need it; all he wants is honest, accurate inspection.

During the past year or so we have had at least five or six cases unearthed in small and large terminal markets of presumably reputable firms loading from five to fifty cars each with deliberate "plugs" of inferior grain. The original inspectors missed them. Fortunately we caught them. Both the firm and the market suffered in each instance.

The honest dealers in your market need your protection to catch and prevent such practice to save the good name of the market. The terminal operator who buys all of the various grades of grain segregates his best for a milling or better customer demand and expects to mix or blend the lower grades to meet contract, delivery or export grades, no doubt performs an economic function. We have no quarrel with him when his job is well done, but if he falls down in his mixing why should an inspector assume the responsibility of forging his certificate?

And now the exporter. He buys and sells paper. He brings to the port various grades of wheat or corn, off grades, rye, screenings and what not. The terminal elevators, to meet competition and hold his business, promise all sorts of mixing profits or possibilities, some of course depending on their ability for high class, legitimate mixing.

To the inspector who signs his name to a certificate of grade which borders on forgery I can only say he is not protecting any one but is surely putting himself in a hole from which there is only one ultimate outlet—permanent suspension of license.

Perhaps I have overdrawn my picture; perhaps I have made it too strong. We are cognizant of the shortcomings of many inspectors and inspection departments which must be remedied. The protection which you owe is to yourselves and your licenses and to no one else.

You as chiefs of your respective departments are responsible to the organization which employs you for efficiency, and as such have control of samplers, inspectors, equipment, etc. Experience dictates that slipshod, careless sampling causes many errors in inspection, and sadly needs attention in some of your markets. Poor equipment or improper handling of equipment also results in poor inspection. Carelessness, hurry, too much work per man, mental attitude toward the work or the federal grades, attitude of his superiors are all factors that at times cause poor inspection work. What are you as chiefs doing to overcome these shortcomings?

It has been made apparent during the past year or so that a decided let-down from good inspection practice was evident. While the department has a friendly feeling for each of you, I must point out that these tendencies cannot be permitted to continue. In correcting them the department becomes impersonal for the betterment of inspection service as a whole. May we have your full cooperation?

SECY LARSON read letters from various sources recommending the Ass'n work thru the proper channels to change the number of corn grades. It was felt that there are now too many grades in this commodity with thin lines between them. A greater spread is necessary between grades for accurate grading. Inspectors from the various markets indicated a preference for the elimination of grade No. 6 in the corn standards.

The following resolution was offered and unanimously passed in this connection:

Corn Grades.

Inasmuch as a feeling is prevalent among buyers, dealers, inspection departments and others that there are too many grades in the

present corn standards as designated by the U. S. Department of Agriculture, and,

WHEREAS, Desire is expressed among the before said buyers, dealers, inspection departments and others that a change be made to include fewer grades, be it hereby

RESOLVED, That it is the wish of the Chief Grain Inspectors' National Ass'n, convening at Omaha, Neb., this 11th day of October, 1927, that the U. S. Department of Agriculture consider the following five grades in making a new set of standards:

Grade.	Condition.
1	Cool and sweet.....
2	Cool and sweet.....
3	Cool and sweet.....
4	Cool and sweet.....
5	Cool and sweet.....
Sample grade—Corn which is musty and sour	

AND THAT the Sec'y of this Ass'n send a copy of this resolution to all parties and organizations who may be interested.

Permission was granted the *Grain Dealers Journal* to publish these proposed standards in the belief that many country shippers, terminal dealers and buyers would wish to see them and offer further suggestions to the sec'y of the organization, Paul Larson, Chief Grain Inspector, Sioux City Grain Exchange, Sioux City, Ia.

H. R. CLARK expressed a belief that it would be well if the grain inspectors from the various markets could meet with the Field Headquarters of the U. S. Department of Agriculture in Chicago each spring to the end that they might work more harmoniously for the same purposes.

Expressions from inspectors in other markets favored such action. Arrangements for such a meeting in 1928 was left to the officers of the organization.

All the old officers were re-elected. They are: Pres., A. A. Breed, Milwaukee; Vice-Pres., Lee D. Irving, Louisville; Sec'y-Treas., Paul Larson, Sioux City.

Adjourned sine die.

Luncheon.

Following the meeting all present enjoyed a splendid luncheon of several courses, thru the courtesy of the Omaha Grain Inspection Department. Animated social discussion continued about each table.

The following were in attendance: J. A. Hallam, Cincinnati; H. R. Clark, Omaha; G. H. Binderim, Omaha; John H. Frazier, Philadelphia; F. M. Fink, Kansas City; O. F. Wulfekammer, St. Joseph; Roy H. Monier, Kansas City; M. C. Fears, Kansas City; J. A. Noble, Chicago; G. H. Tunell, Minneapolis; R. Gibbs, Minneapolis; R. C. Wright, Sioux City; H. E. Nelson, Omaha; E. L. Morris, Kansas City; A. F. Evenson, Minneapolis; W. J. Peterson, Houston; T. W. Milligan, Omaha; Joseph G. Green, Boston; David H. Larkin, Baltimore; F. B. Tompkins, Peoria; P. D. Conners, Buffalo; S. A. Holder, Indianapolis; D. P. O'Neill, Minneapolis; T. B. Armstrong, Kansas City; Lee D. Irving, Louisville; R. R. DeArmond, St. Louis; A. A. Breed, Milwaukee; Paul Larson, Sioux City.

Condition of Corn Oct. 1

Chicago, Ill., Oct. 1—The condition of corn is 72% of normal, compared to 69.7 official last month. Indicated production is 2,548,000,000 bus. compared to our 2,500,000,000 estimated last month and an official of 2,457,000,000. Last year 2,647,000,000 bus. were produced. By leading States indicated production in million bushels follows: Ohio, 105, Ind. 109, Ill. 217, Minn. 97, So. Dak. 123, Ia. 363, Mo. 165, Nebr. 275, Kan. 166.

Minimum test wt. per bu.	Maximum limits of:			
	Moisture.	F. M.	Damaged Total.	Heat D.
55.0 lbs.	14.0%	2.0%	2.0%	0.1%
53.0 lbs.	16.0%	4.0%	5.0%	0.2%
51.0 lbs.	18.0%	6.0%	8.0%	0.5%
49.0 lbs.	20.0%	8.0%	11.0%	1.0%
46.0 lbs.	22.0%	8.0%	13.0%	3.0%

and otherwise the definition is unchanged.

Estimates are based upon killing frost on an average date at those points where average killing frost occurs after the current date. The per cent of crop now safe by sections is as follows: Nebr. 90, Kan. 97, Mo. 68, Ia. 56, Ill. 46, Ind. 52, Ohio 64. The best forty per cent of the crop from Iowa to Ohio promises a much better quality at this time than last year. The poorest thirty per cent will have the lowest feeding value of any similar amount in recent years. Dry, windy weather and light frost is desired in the central belt.

Close observers know that gradually increased average corn yield per acre in the belt for the last fifteen years have been at the expense of quality. By selection of seed to produce smaller plants, ears and yields, and the accompanying earlier maturity, the farmer, in our opinion, can do more towards solving the frequent corn surplus and too low net profits per acre problems than by any other method.

Overestimation of rust damage in the western Northwest spring wheat belt has been partially offset by underestimation of loss during harvest. This crop is now estimated at 290,000,000 bushels.

The oats crop proved disappointing as threshing progressed west and northwest but best crops are in these sections. Yield per acre estimates indicate a crop of 1,163,000,000 bushels. R. O. Cromwell, Statistician, Lamson Bros. & Co.

Mr. and Mrs. S. J. Brown came from Spokane, Wash., and Mr. Brown found many old time friends. He was with the Trans Mississippi Grain Co. for many years.

The best and cheapest way of supplying hens with the necessary anti-rachitic properties when they do not have access to direct sunlight is to feed a good grade of cod-liver oil.—Ohio Experiment Station Record.

THE RACES: Many of the delegates enjoyed the harness races at the Ak-Sar-Ben track, well-known as the best track west of the Mississippi river. A couple of the races were named for the Ass'n. It was unofficially announced that two dealers with a sporting spirit endeavored to bet on a couple of horses. Later they found the horses were being offered at auction. When they had finished placing what they thought were bets on two horses, they discovered they were highest bidders and had acquired the horses. Then they went over to the Grain Exchange and worried the grain dealers in an attempt to buy oats to feed their acquisitions.



Part of the Chief Inspectors Present. Left to Right in the Front Row are David H. Larkin, Lee D. Irving, F. B. Tompkins, Paul Larson, S. A. Holder, Roy H. Monier, M. C. Fears, P. D. Conners, Harry R. Clark, T. W. Milligan, E. L. Morris, J. G. Green. Back Row: J. A. Hallam, O. F. Phillips, O. F. Wulfekammer, J. A. Noble, A. A. Breed, A. F. Evenson, F. M. Fink, D. P. O'Neill, Geo. H. Tunell, T. B. Armstrong, W. J. Peterson, R. C. Wright.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Ft. Smith, Ark.—The Oglesby Flour & Feed Co. has bot the brick mill of the Western Grain Co. The building and equipment have been overhauled.

Almyra, Ark.—Our firm name is the Almyra Elvtr. & Rice Mill Co. We have bot the elvtr. formerly owned by the Almyra Elvtr. Co., and are the only grain dealers in town. P. W. Daniels is pres., Mrs. A. C. Daniels, vice-pres., and Miss H. S. Daniels, sec'y-treas.—Almyra Elvtr. & Rice Mill Co.

CALIFORNIA

San Francisco, Cal.—Edward Salz, one of the founders of the grain firm of E. Salz & Son, died Sept. 22 after an extended illness.

San Francisco, Cal.—A. H. Hankerson, member of the grain com'te of the Chamber of Commerce, has again become active in the grain business after a long period of retirement because of poor health.

CANADA

St. Boniface, Man.—The Commercial Grain Co. of Winnipeg is building a \$50,000 elvtr. here.

Winnipeg, Man.—The A. H. Bevan Co., Ltd., has closed its offices and a meeting of the creditors showed the assets to be \$72,000 and the liabilities \$188,710.

Vancouver, B. C.—F. L. Davies, grain dealer, has been appointed registrar of the new warehouse receipt certifying office which has been opened by the Merchants Exchange.

Moosejaw, Sask.—Moosejaw is now an inspection point and is dividing the run with Winnipeg, the grain going direct from here to Ft. William and Port Arthur, without further inspection.

Ft. William, Ont.—The National Elvtr. Co. of Winnipeg has bot the old Davidson Smith Elvtr. which up to four years ago was operated as a feed mill. It is being repaired and will be used as an elvtr. with a capacity of 85,000 bus.

Port Arthur, Ont.—The Grain Growers Elvtr. H was bot last June, jointly, by the McCabe Bros. Co. and the North Star Grain Co., Ltd., and is being operated as the Union Terminal, Ltd.—C. D. McCabe, Union Terminal Limited.

Winnipeg, Man.—The brokerage firm of Geo. W. Matthews will open a branch office here. It will be operated under the name of Scobie, Forlong & Co. This firm has offices in Ft. William, Port Arthur, Ft. Frances and Sioux Lookout.

Ft. William, Ont.—Caught and crushed when two box cars came together, Fred Honjack, 42, an employe of Elvtr. B, was seriously injured Sept. 28. He was repairing grain doors behind one car when a movement of cars crushed him.

Vancouver, B. C.—Logan & Bryan have opened a local office, Oct. 1, with E. Vail Stebbins, resident partner, in charge. The office will have wire service to Chicago, New York and all the leading markets of the United States and Canada.

Vancouver, B. C.—The Merchants Exchange has completed its sixth year with a membership of 313 (183 members and 130 associate members). When it opened May 15, 1921, it had a membership of 152 (87 members and 65 associates). The income during the past year was \$21,381 as against \$21,596 the previous year. The disbursements were \$20,729 as against \$20,075. The surplus for the year just ended was \$652, equal to \$3.56 per member.—Sec'y's Report.

COLORADO

La Veta, Colo.—S. J. Gaumer of Trinidad has taken over the La Veta Flour & Grain Co.

Florence, Colo.—John Morton is considering building an elvtr. and a small flour and feed mill.

Sterling, Colo.—The cleaning plant and elvtr. being built by the Trinidad Bean & Elvtr. Co. is nearly completed. When the new plant is in operation the company will be able to handle eight cars of beans in 24 hours.

Kit Carson, Colo.—Chas. Kreitman has let contract for a 15,000-bu. studded iron-clad elvtr. and 24x26-ft. warehouse to the W. H. Cramer Construction Co. The elvtr. will contain 7 bins, 1 leg, Fairbanks-Morse 10-h.p. oil engine, 1 truck dump, manlift and Richardson Automatic Scale.

IDAHO

McCammon, Ida.—The Globe Grain & Mfg. Co. has bot the elvtr. of the Union Grain Co.

Pocatello, Ida.—The Pocatello Mill & Elvtr. Co. will build a 150,000-bu. grain storage elvtr. It will be 85 ft. high and contain 20 cement storage bins.

ILLINOIS

Thomasville, Ill.—Alva Murphy will rebuild his elvtr. which burned Sept. 11.

Deer Creek, Ill.—B. J. Sharp of Chenoa is the new mgr. of the Farmers Elvtr. Co.

Loda, Ill.—The Farmers Co-op. Grain Co. has installed a blower for loading grain.

Eureka, Ill.—Joseph J. Schoor is the new mgr. of the Eureka Farmers Elvtr. Co.

Genoa, Ill.—Zeller & Son have installed a new truck scale bot of the Superior Scale Co.

Delavan, Ill.—W. Claire Bishop has succeeded Homer Price as mgr. of the Farmers Elvtr. Co.

Cerro Gordo, Ill.—M. L. DeLaney has succeeded T. J. Henneberry Estate in the grain business.

Milmine, Ill.—The buildings of the Milmine Grain Co. have been repainted and other repairs made.

Auburn, Ill.—The elvtr. of the Compro Grain Co. was recently struck by lightning and slightly damaged.

Rowell (Maroa p. o.), Ill.—The Rowell Grain Co. has been dissolved and the holdings of the company sold.

Ladd, Ill.—The Ladd Elvtr. Co.'s office was recently robbed of a few dollars. Nothing else was disturbed.

Thomasboro, Ill.—The Thomasboro Farmers Elvtr. & Lumber Co. has put a new foundation under its elvtr.

Shaws (Amboy p. o.), Ill.—C. F. Guffin has installed a truck scale purchased thru the Superior Scale Co.

Pesotum, Ill.—The Pesotum Elvtr. Co. is considering razing its old elvtr., since its new concrete elvtr. has ample space.

Sycamore, Ill.—The Farmers Grain & Lumber Co. has bot a building along the C. & N. W. tracks to be used for a feed warehouse.

Peoria, Ill.—The Beach Wickham Grain Co. opened an office with private wire in the Board of Trade Bldg., Oct. 1. W. D. McFadden is mgr.

Streator, Ill.—The Streator District of the Illinois Grain Dealers Ass'n held a meeting here Sept. 29. The group decided on regular monthly meetings.

Broadlands, Ill.—The Broadlands Grain & Fuel Co. now owns and operates the elvtr. formerly owned by Paul Kuhn & Co.—F. A. Messmin, sec'y and mgr.

Lawrenceville, Ill.—We are rebuilding our corn crib and making it 30,000 bus. capacity and equipping it with McMillin Dumps which will be electrically operated. We are also installing new machinery for grinding feeds.—Hornor Elvtr. & Mill Co.

Mahomet, Ill.—The office of the Valley Grain Co. was slightly damaged by fire Sept. 24. A lumber yard across the street burned and fire communicated to the elvtr. office.

Manlius, Ill.—Carl Carlson, who recently resigned as mgr. of the Manlius Grain & Supply Co., has been induced by the board of directors to reconsider and has been re-employed.

Mt. Pulaski, Ill.—O. E. Martin is now mgr. of the Mt. Pulaski Farmers Grain & Elvtr. Co., taking the place of the late Edward G. Schafer. Mr. Martin formerly resided in Williamsville.

Ashton, Ill.—The plant of the Stephan Feed Co. was threatened by fire recently when a blaze was discovered in a pile of posts at one corner of the elvtr., which was filled with grain.

Edgar, Ill.—The elvtrs. of the late A. L. Stanfield have been bot by his son, D. D. Stanfield, who has been in active charge of them since 1907. He will continue to operate them.

Cereal (Chatsworth p. o.), Ill.—The elvtr. which we are building will be completed in two weeks. It is 30x30x46 with a 10-ft. basement. It will be modern throut.—M. E. Franey & Son.

Del Rey, Ill.—At a special meeting of the stockholders of the Del Rey Farmers Grain Co. a vote was taken on whether or not the company should dissolve. The vote was against dissolution.

Earlville, Ill.—The elvtr. of Strong & Strong burned about 3:00 a. m., Sept. 22. The blaze started in the coal sheds adjoining the elvtr. and is thot to have started either from train sparks or a carelessly dropped match. The loss amounted to about \$10,000, partially covered by insurance.

Lanesville, Ill.—Henry L. LeGrand of Decatur has bot the elvtr., formerly owned by the Lanesville Farmers Grain Co., from James Kinahan, W. J. Millar and Joe McCabe. Lindsay Hillman will work for the new owner, who was formerly connected with the Evans Grain Co. of Decatur.

Bloomington, Ill.—The Farmers Grain Dealers Ass'n of Illinois, incorporated on a non-profit basis to advance the commercial interest of the farmer and to aid in the disposition of grain. L. B. Olmstead, Somonauk, pres.; C. H. Bonnell, Rosemond, vice-pres.; D. H. Allen, Delavan, vice-pres.; W. H. Hindahl, San Jose, treas.; Lawrence Farlow, Bloomington, sec'y.

Decatur, Ill.—J. C. and Will Hight have bot the Dewein-Hamman terminal elvtr. from the Citizens National Bank which had held the property since taking it over from the Harrison-Ward Co. two years ago. It will be operated under the name of the Hight Elvtr. Co. and will be a grain merchandising plant, cleaning and drying grain and mixing it for shipment. J. C. Hight has resigned as mgr. of the grain department of the A. E. Staley Manufacturing Co. and will be active mgr. of the elvtr. which will be opened about Nov. 1. Will Hight will continue as mgr. of the line of elvtrs. owned by Hight & Cline.

Malta, Ill.—The frame elvtr. and feed mill of A. Theodore Peterson burned about one o'clock a. m., Sept. 28. It is believed the fire started in the boot pit. A 60,000-bu. concrete elvtr. built five years ago and located near the wooden one cracked in several places where the water splashed. Fire was transmitted to the concrete elvtr. and destroyed the manlift and heated the steel leg casing to such a degree that the leg belt was destroyed. The structure which burned contained 2,500 bus. of corn and 2,000 bus. of barley, also several tons of ground feed. The total loss is estimated at \$14,500; insurance, \$13,850. A modern concrete elvtr., equipped with various size bins, will replace the one burned. A large portion of the machinery in the burned elvtr. will be rebuilt and installed in the new elvtr.

CHICAGO NOTES.

A membership on the Board of Trade sold recently for \$7,400.

Our elvtr., which burned Sept. 2, will not be rebuilt.—Williams Grain Co.

Edward Hymers of Jackson Bros. & Co. is taking over the memberships in the market exchanges held by J. E. Cairns who left the firm Sept. 30.

Oliver Allen Olmsted, member of the firm of David A. Noyes & Co., died Sept. 26. Before coming to Chicago he was in the grain business at Norton, Kan., and later at Lincoln, Neb. He was a graduate of Harvard where he was on the baseball team for four years and captain in his senior year.

Bernard W. Snow, chief bailiff of the Municipal Court and connected with the Bartlett Frazier Co., was married Oct. 3 to Mrs. Elizabeth Gorman in Holy Cross Church. The couple sailed Oct. 7 for Europe where they will spend two months.

The B. A. Eckhart Mfg. Co. has bot the site formerly occupied by the plant of the Western Feed Manufacturers, Inc., which burned about a year ago. The Eckhart company now owns a block and will erect a six-story warehouse covering the entire site.

Harry H. Newell, aged 61, vice-pres. and general mgr. of the Rogers Grain Co., died Oct. 2. Mr. Newell joined the Board of Trade in 1905 and was elected a director in 1915, serving three years. Before coming to Chicago he represented the Middle Division Elvtr. Co. at Bloomington and later took over the business. He is survived by his wife, Mrs. Daisy Newell.

Rosenbaum Bros. have bot the Calumet Elvtrs. A, B and C at South Chicago, owned by the Bartlett and Frazier estates. These elvtrs. have a storage capacity of 3,400,000 bus. They have been under lease to the Bartlett-Frazier Co. It is understood the latter company is negotiating for a lease of the Wabash Elvtr., owned by the Wabash Railway Co.

The Stratton Grain Co. incorporated; capital, \$300,000. The offices of the organization are in the Continental & Commercial Bank Building. A branch office of the Donahue-Stratton Co. of Milwaukee, and the offices of the Quincy Elvtr. Co. are located at the same address. The new organization will operate elvtrs. and merchandise grain of all kinds. Elvtrs. operated by the company at the present time are the Santa Fe and Burlington at Chicago and one on Georgian Bay at Depot Harbor, Ont. The local elvtrs. have a combined capacity of 2,700,000 bus. and the Georgian Bay elvtr. a capacity of 1,800,000 bus.

The Board of Trade directors have given the business conduct com'te power to demand information regarding open trades from non-member commission houses. The com'te can demand the names of customers from non-member commission houses as such information is now demanded from Board of Trade members. Whenever a non-member commission house fails or refuses to furnish the com'te with the information requested then the com'te shall direct all clearing members to accept no business from such non-member commission house until such prohibition is withdrawn. James C. Murray has been reappointed a member of the com'te for three years.

INDIANA

Lauramie, Ind.—The Lauramie Grain Co. has installed a hammer mill.

Brownstown, Ind.—Martir Thormeoehlen has resigned as mgr. of the Co-op. Elvtr. Co.

Morocco, Ind.—The Morocco Grain Co. is erecting a building for its feed business.

DeMotte, Ind.—Al Konovsky has equipped his plant with a McMillin Wagon and Truck Dump.

Huntington, Ind.—The Huntington Equity Exchange is building a concrete addition to its elvtr.

Dundee, Ind.—The plant of the Urmston Grain & Seed Co., which burned recently, will be rebuilt.

Johnson (Keensburg, Ill., p. o.), Ind.—The elvtr. of A. P. Rump & Co., which burned Sept. 17, will be rebuilt at once.

Lafayette, Ind.—The Crabbs-Reynolds-Taylor Co. is installing a Randolph Grain Drier and getting ready to handle new corn with safety.

Coles Station (Swayzee p. o.), Ind.—Chas F. Naber & Son have installed a McMillin Combination Wagon and Truck Dump in their local plant.

Ambia, Ind.—A tank of gasoline in the engine room of the Farmers Grain Co. exploded recently, destroying the engine belt and burning a hole in the roof.

Gillman, Ind.—The Kiefer Feed & Supply Co. has bot the elvtr. operated by the Farmers Co-op. Co., also the old mill site at Swayzee where an elvtr. will be built.

Portland, Ind.—A suit has been filed against the Stafford Grain Co. by the Aetna Life Insurance Co. seeking \$12,000 judgment, foreclosure of a mortgage and appointment of a receiver.

Linwood, Ind.—W. P. Bright, who has operated the Goodrich Elvtr. for six years, has sold his interest to Floyd Wright of Fairmount. The latter is now in charge.

Carthage, Ind.—Rowland H. Hill, aged 49, owner of the Hill Grain & Coal Co., and state senator in the last two legislatures, died Sept. 21 following a stroke of paralysis. His wife, mother and a sister survive.

Huntertown, Ind.—The elvtr. of the Huntertown Grain Elvtr. Co. burned Sept. 21 at an early hour. All of the contents, including 7,000 bus. of wheat, 2,000 bus. of oats, and 500 bus. of corn were burned. The loss is estimated at \$29,000, partially insured.

IOWA

Paullina, Ia.—The Quaker Oats Co. has built a warehouse for its feed grinder and feeds.

Bode, Ia.—The Farmers Elvtr. Co. is installing a hammer mill. S. J. Hage is mgr.—Art Torkelson.

Manly, Ia.—E. P. Meyer has resigned as mgr. of the Farmers Co-op. Co. His place will be filled by D. M. Smith.

Radcliffe, Ia.—M. G. Gosling, former mgr. of the Union Grain Co. at Union, is now mgr. of the Farmers Elvtr. Co.

State Center, Ia.—Goodman & Meade, who formerly operated a hammer mill, have installed an attrition mill.—Art T.

Fenton, Ia.—The Farmers Elvtr. Co. has renewed articles of incorporation and increased the capital stock to \$35,000.

Orange City, Ia.—The elvtr. of the Farmers Elvtr. Co. burned early the morning of Sept. 22. Very little grain was in the elvtr.

Hornick, Ia.—S. A. McMasters has installed a trap dump in his elvtr., the work being done by the Younglove Engineering Co.

Sioux Center, Ia.—P. Winkle resigned as mgr. of the Farmers Co-op. Society recently and the second man was appointed mgr.—Art.

La Porte City, Ia.—Hess & Ham of Jessup have taken over the Farmers Union Feed Co. and are installing equipment for custom grinding.

Livermore, Ia.—A. C. Bennett of Flugstad became mgr. of the Farmers Elvtr. Co. Oct. 1 to fill the vacancy left by E. O. Slack, resigned.—A. T.

Emmetsburg, Ia.—Arthur Riley, formerly with the Farmers Elvtr. at Irvington, has been appointed mgr. of the local Farmers Elvtr. Co.—T.

Livermore, Ia.—Christ Christensen, who formerly was mgr. for the Farmers Elvtr. Co. at Mallard, is now local mgr. of the North Iowa Grain Co.—Art.

Port Dodge, Ia.—Walter Boylan, formerly connected with Harper & Son of this place and Webster City, is now connected with the local office of Beach Wickham.—Art.

Ottosen, Ia.—S. P. Stark of Struble will become mgr. of the Farmers Co-op Elvtr. Co. Oct. 15, releasing Mr. Kraemer who will take charge of the Farmers Elvtr. Co. at Webster City.—Art Torkelson.

Lanesboro, Ia.—Thos. Toyne of the Independent Elvtr. Co., who has been in the grain business here for many years, has the deep sympathy of a host of friends in the trade in the loss of his beloved wife.

Lawton, Ia.—Hans Bremer has completed his 10,000-bu. elvtr., which was built by the Younglove Engineering Co. This building is equipped with 15-h.p. Fairbanks-Morse Motor, Fairbanks-Morse Grinder, Link Belt Distributor, manlift and dump.

McCallsburg, Ia.—J. S. Thompson, mgr. of the Farmers Grain Co., had his foot badly bruised when the wheel of a wagon loaded with oats passed over it. The accident happened in the driveway of the elvtr. when Mr. Thompson slipped after being caught by a wire hanging from the wagon. At the present time he is tending to business with the aid of a pair of crutches.—Art Torkelson with Lamson Bros & Co.

KANSAS

Salina, Kan.—We have closed our local office.—Wolcott & Lincoln, Inc.

Edgerton, Kan.—The Edgerton Elvtr. Co. recently installed a J-B Mill.

Studley, Kan.—G. W. Scott is now in charge of the Robinson Elvtr. Co.'s local plant.

Hunnewell, Kan.—The Hunter Mfg. Co. had a small loss from a windstorm on Sept. 30.

Page, Kan.—Emil Gustafson has succeeded H. J. Kapfer as mgr. of the Farmers Co-op. Ass'n.—Farmers Co-op. Ass'n.

Elk City, Kan.—The Bowen-Oglesby Co. is wrecking the Bowen mill and the machinery in the corn section will be moved to the company's elvtr.

Viola, Kan.—R. F. Burt has succeeded W. H. Dobbin as mgr. of the Viola Grain Co., the latter resigning to take charge of a general mercantile business.

Kanona, Kan.—The elvtr. built by Benton & Peck and bot by H. E. Banta is being operated this year by me in connection with my own elvtr.—J. A. Stinson.

Salina, Kan.—The Salina Country Club held a golf tournament among the grain men and millers Oct. 12. Sides were chosen among members of the Board of Trade.

Hugoton, Kan.—H. V. Parker has bot the plant of the Stockstill Elvtr. Co. and will operate it under the name of the H. V. Parker Grain Co.—Farmers Grain & Supply Co.

Jamestown, Kan.—The Hart-Bradshaw Co. of Randall has bot the plant of the Gifford Bros. One of the new owners, C. W. Bradshaw, at one time managed the local Farmers Elvtr. Co.

Phillipsburg, Kan.—The elvtr. on the Champ-lin farm, recently bot by Dr. Buchner, burned Sept. 20. The elvtr. was built 20 years ago by the late L. A. Champlin. It was partially insured.

Dodge City, Kan.—F. M. Fink, chief grain inspector for the Kansas State Grain Inspection Department, has announced a discontinuance of inspection service at Dodge City and Wellington.

Hutchinson, Kan.—Austin B. Jennings, who was found dead in his room at a hotel in Syracuse, N. Y., recently while on a business trip, was connected with the Midwest Grain Co. until two years ago.

Coffeyville, Kan.—W. J. Lambe, state grain inspector, received a broken leg Sept. 28 when he fell down an open elvtr. shaft. Both bones of his left leg were fractured between the ankle and knee. He fell eight feet to the bottom of the elvtr. pit.—P.

Cherryvale, Kan.—Charles S. McGinness, for the past two years mgr. of the N. Sauer Mfg. Co., has organized a company which has bot the stock of the Sauer family. The company operates a 660-bbl. mill and a string of six elvtrs. Mr. McGinness is pres. of the new company, L. H. Warner, vice-pres. and grain department mgr.; O. E. Case, sec'y-treas.

St. Marys, Kan.—We will give our elvtr. a general overhauling. When completed the house will have three legs, one chop leg, one small grain and one for the sheller. The new machinery will consist of a 15-h.p. enclosed motor, sheller, cleaner and drag, a 25-h.p. motor to drive the sheller drag and grinder. The automatic scale will be changed from the lower floor to the cupola and a direct 7-in. steel car spout installed. All heads will be equipped with a by pass from cleaner to the Hall Distributor which will be located between the cleaner and the scale. This will enable us to shell, clean and load into cars at the same time. We have let the contract to Chalmers & Borton and work will be done in time to take care of the oncoming corn crop.—Farmers Elvtr. Co.

KENTUCKY

Danville, Ky.—The roof on the hay house of Anderson & Spilman was damaged by fire Sept. 20.

Paynes Depot, Ky.—Three sheets of roofing were blown from the elvtr. of the Paynes Depot Roller Mills Co. by a severe windstorm on the night of Sept. 30. A pile of wheat was slightly damaged by being exposed to the rain.

Hopkinsville, Ky.—The new unit of the Acme Mills was started Oct. 1 and the capacity production of the plant is now 1,500 bbls. daily. This unit replaces the one which burned last March. The Jones Hettelsater Construction Co. has the contract for the building and also for installation of the machinery.

MARYLAND

Baltimore, Md.—The following have applied for membership in the Chamber of Commerce: Benjamin R. Buck, Henry G. E. Pansius and Frank H. Timken.

Baltimore, Md.—Geo. C. Smith has resigned as executive vice-pres. of the Chamber of Commerce. He has been appointed director of the industrial bureau of the Industrial Club of St. Louis.

Baltimore, Md.—Capel Tilt was re-elected pres. of the Lake Shippers Clearing House at the 17th annual meeting. H. T. Swart was elected vice-pres.; S. T. Smith, sec'y; A. K. Godfrey, treas.; C. C. Rields, F. J. Anderson and L. H. Wolvin, directors.

MICHIGAN

Wonewoc, Mich.—The Wonewoc Flour Mills burned recently.

Caro, Mich.—The Caro Farmers Co-op. Elvtr. Co. has installed a separator and polisher for beans.

Waterville, Mich.—The Waterville Mlg. Co. has installed a separator for cleaning grain in its feed plant. The company expects to build a 24x70-ft. warehouse for feeds.

Wheeler, Mich.—W. F. Bradford has completed a 24x45-ft. bean elvtr. and is now operating it. Mr. Bradford was formerly mgr. of the Breckenridge Bean & Grain Co.

New Lothrop, Mich.—We have discontinued our flour machinery and replaced it with three bean pickers and two cleaners, also two hopper scales.—New Lothrop Mlg. & Elvtr. Co.

Muir, Mich.—We took over the Danner Elvtr. Oct. 3, and operate it under the name of The Muir Elvtr. O. M. Ulrich and H. B. Ludwick are owners and operators.—The Muir Elvtr.

Peck, Mich.—Mr. Rowell of Yale has leased the plant of the Peck Elvtr. Co., owned by George and D. E. Middleton. It will be operated under the name of the Peoples Elvtr. Co. with Roy Beers as mgr.

Snover, Mich.—The Snover Grain Co. is installing new self-rising equipment in its mill and also a complete feed grinding and mixing equipment in its elvtr. This will give the company the most complete feed outfit in the territory.—Snover Grain Co.

MINNESOTA

Walker, Minn.—L. C. Bliss will build a flour mill this fall.

Nashua, Minn.—The Farmers Elvtr. Co. is building an addition to its coal sheds.

Madison, Minn.—The Madison Farmers Mercantile Elvtr. Co. has installed a feed mill.

Chatfield, Minn.—The John Manahan Co. has been organized to buy the B. Dolan feed plant.

Clinton, Minn.—The plant of the Farmers Elvtr. Co. was recently slightly damaged by fire.

Lyndale, Minn.—The plant of the Farmers Elvtr. Co., consisting of an elvtr. and feed mill, burned recently.

St. Paul, Minn.—The St. Paul Mlg. Co. will rebuild its mill which burned Sept. 25 with an estimated loss of \$450,000.

Lawndale, Minn.—We have installed a disc cleaner in our elvtr.—Eric Lyngaas, mgr., Farmers Grain & Mercantile Co.

Morton, Minn.—Work has started on the 15,000-bu. elvtr. and feed mill being built by M. A. DeWerd. His old plant burned April 27.

Cokato, Minn.—Alfred Jacobson, mgr. of the Equity Elvtr. Co., has been transferred to South Dakota, and Fred Swanberg is now local mgr.

Felton, Minn.—The elvtr. of the National Elvtr. Co. is practically completed. A description of the new plant was given in this column July 25.

Mountain Lake, Minn.—The elvtr. of the Hubbard & Palmer Co. was slightly damaged by fire recently. It is believed to have been of incendiary origin.

Belle Plaine, Minn.—The local flour mlg. industry may be revived. H. Hillstrom, owner of a mlg. plant that has not been in operation for years, has offered to invest several thousand dollars to restore it if the town will furnish \$1,000 to finance a partner to act as a miller.

Maine (Underwood p. o.), Minn.—George Jensen recently bot the Maine Mills at auction. This plant has been owned by a company of farmers for several years.

DeGraff, Minn.—The elvtr. of George W. Welch was damaged by fire Oct. 1. The owner was away from the office loading a car of grain and it is supposed that a drop light hanging too close to the desk caused the fire.

St. Cloud, Minn.—We have placed Wm. Donken in charge of our warehouse at St. Cloud which was recently leased from him. These facilities work in nicely with our wholesale feed and grain business.—The Haertel-Phelps Co.

MINNEAPOLIS LETTER.

The Union Elvtr. Co. will build 20 concrete grain tanks costing \$60,000. The work will be completed by Nov. 1.

John H. Mahoney has applied for membership in the Chamber of Commerce. A request has been made for a transfer of the membership of H. E. Hughes to Chas. W. Green.

The construction of a 1,000,000-bu. grain elvtr. at the new municipal river terminal was approved recently by the city council com'ite on commerce. The com'ite indicated that an effort would be made to interest private capital in building an elvtr. on ground leased by the city.

Leland A. Arbogast, aged 62, died Sept. 28. He was for many years identified with the grain trade in Minneapolis and Duluth and in 1902 organized the Dakota Elvtr. Co. of which he was pres. and mgr. until his retirement a few years ago. His wife and three sons survive.

John S. Pillsbury has been nominated as pres. of the Chamber of Commerce to succeed Shreve Archer. Geo. P. Case has been nominated as vice-pres. Directors to serve for a term of two years have been nominated as follows: A. F. Owen, F. J. Seidl, J. C. Wyman, E. E. Mitchell and Geo. K. LaBatt. F. Carleton Smith has been named as a director to serve one year. The members to be of the board of arbitration: Asher Howard, E. S. Ferguson and F. B. Orr; on the board of appeals, C. C. Williams, J. A. Mull and P. C. Rutherford will fill the places that are open.

MISSOURI

Kansas City, Mo.—The Zenith Mlg. Co. moved its office to the New England Bldg., Oct. 1.

Dexter, Mo.—A shed belonging to the Scott County Mlg. Co. was damaged by windstorm on Sept. 29.

Vandalia, Mo.—An overheated motor in the plant of the Farmers Elvtr. Co. caused a small fire loss recently.

Maplewood, Mo.—Clarence Fieldson and L. W. Henderson have bot the Clemens Feed Co. and will improve the plant.

Kansas City, Mo.—The new 3,300-bbl. unit of the Monarch Mlg. Co. at North Kansas City is completed, making the total capacity of the mill 5,500 bbls.

Kansas City, Mo.—W. M. Huff, formerly sec'y of the Kellogg-Huff Grain Co., St. Joseph, has become associated with the General Commission Co. as mgr. of the grain department.

ST. LOUIS LETTER.

The fee for out-weighing of grain from elvtrs. and mills by the Dept. of Weights and Samples of the Merchants Exchange was increased to \$1 a car Oct. 1.

St. Louis, Mo.—Mary Helen Lamy, 17-year-old daughter of C. Oscar Lamy, pres. of the J. H. Teasdale Commission Co., died recently of pneumonia.

The Logan Grain Co. was suspended from the Merchants Exchange Sept. 23 pending investigation of the financial condition of the company by the solvency com'ite.

E. P. Costello is now traffic mgr. of the Merchants Exchange, succeeding Chas. Rippin who resigned two months ago. Mr. Costello was Mr. Rippin's ass't. A. E. Bazan, formerly of Wichita, is now ass't traffic mgr. W. J. Krings, former ass't sec'y, is now acting sec'y.

Fred C. Orthwein, pres. of the William D. Orthwein Grain Co., died Sept. 27 in a local hospital following an operation. He was 57 years old and had been connected with the grain business for a number of years. Fred C. Orthwein, Jr., a son, is also with the company.

The Rogers Elvtr., operated by Langenberg Bros. Grain Co., was seriously damaged by the tornado Sept. 29. The roof was blown off, the headhouse blown away and the river house demolished. The 250,000 bus. of wheat in the house at the time suffered little damage and is being removed. The Western Elvtr., operated by Seele Bros. Grain Co., had a part of its roof destroyed.

The Martin & Knowlton Grain Co. is in process of liquidation. George C. Martin will engage in business as the Geo. C. Martin Co., specializing in consignments and buying orders, having offices in the Merchants Exchange Bldg. Mr. Martin is well known to members of the grain trade and has a good many friends over the country. He was pres. of the Merchants Exchange last year. P. C. Knowlton has opened an office as the Knowlton Grain Co. and will do a general grain receiving and shipping business.

MONTANA

Harlem, Mont.—The elvtr. of the Equity Co-op. Ass'n has been repaired.

Hysham, Mont.—The plant of the Eastern Montana Elvtr. Co. has been improved and repairs made to the elvtr.

Ulm, Mont.—I have taken over the management of the Equity Co-op. Ass'n Elvtr.—R. E. Damschen. (M. M. Moser was formerly mgr.)

Conrad, Mont.—R. R. Corry, pioneer elvtr. man, has resigned his position with the Montana Central Elvtr. Co. and will temporarily retire from active business.

Townsend, Mont.—H. M. Sperry will manage the elvtr. which Ray Swift recently bot from the Gage Elvtr. Co. and is operating under the name of the Swift Grain Co.

NEBRASKA

Blair, Neb.—Martin Kuhr and Wm. Wright have bot the Blair Mill.

Venango, Neb.—We have completed our new elvtr.—B. & F. Dudden.

Osmond, Neb.—Charles Rohrberg has bot the feed grinding plant of L. Marsh.

Ruby (Milford p. o.), Neb.—C. J. Anderson is now mgr. of the Farmers Elvtr. Co.

Bostwick, Neb.—L. Ely of Guide Rock has completed a 15,000-bu. elvtr. on the Burlington.

Sutherland, Neb.—We plan to install a truck lift soon.—C. G. Sherwitz, Sutherland Grain Co.

Valley, Neb.—J. W. McCann is now managing the Farmers Co-op. Elvtr. Ass'n on a percentage basis.

Hampton, Neb.—The T. B. Hord Grain Co. has installed a truck lift in its plant.—H. G. Carpenter, agt.

Minatare, Neb.—We contemplate building a warehouse next spring to increase our present facilities.—L. P. Luper.

Swanton, Neb.—L. F. Ellermeier has installed a Kewanee Truck Dump. The Birchard Construction Co. did the work.

Loomis, Neb.—The Farmers Elvtr. Co. is installing motors in its elvtr., the Birchard Construction Co. doing the work.

Grainton, Neb.—J. E. Priest has resigned as mgr. of the Grainton Equity Exchange. His successor has not been named.

Spring Ranch, Neb.—D. C. Hinds bot the elvtr. of the Spring Ranch Farmers Grain & Supply Co. at auction recently.

Lisco, Neb.—William Moss has replaced J. R. Olson as mgr. of the Farmers Elvtr. Co. Mr. Olson bot an elvtr. at Cody, Wyo.

Dickens, Neb.—We are rebuilding our lumber yard that was destroyed by fire in August.—I. S. Crawford, J. S. Hatcher & Co.

Kimball, Neb.—We hope to add a warehouse to our present facilities if conditions warrant.—F. H. Wirick, agt., Cheyenne Elvtr. Co.

Hershey, Neb.—We have overhauled our elvtr. and are giving it a coat of paint.—Benjamin M. Johnson, mgr., Farmers Co-op Ass'n.

Plainview, Neb.—The Western Produce Co. has bot the elvtr. of the Atlas Elvtr. Co. It is being rebuilt and will be used as a poultry house.

Gering, Neb.—We expect to install a larger hammer mill to take care of our custom grinding.—Arthur Nielsen, agt., Lexington Mill & Elvtr. Co.

Wallace, Neb.—We expect to replace our gas engine power with electric motors this fall or winter.—C. V. Carpenter, mgr., Farmers Union Equity Exchange.

Big Springs, Neb.—We expect to put in a head drive just as soon as the 3-phase electric line comes thru. We are considering increasing our capacity.—Farmers Elvtr. Co.

Ogallala, Neb.—We are installing a leg belt fitted with 12-in. Salem Buckets in the elvtr. we leased from N. G. Ensey.—Alden Novak, agt., Nebraska-COLORADO Grain Co.

Madrid, Neb.—We have just installed an air lift, wood grate, Richardson 10-bu. Automatic Scale, and have made general repairs.—W. J. Lawrence, agt., Conley-Ross Grain Co.

Scottsbluff, Neb.—Our new 25,000-bu. iron-clad elvtr. has been completed and is now handling grain. It is equipped with a Western Cleaner and a Bowsher Grinder.—The Mead Co.

Omaha, Neb.—The Updike Grain Co. is putting a 100-ft. steel smokestack on its elvtr. for the use of its grain drier, also installing a 40-h.p. motor. This elvtr. is at Missouri Valley, Ia.

Lyman, Neb.—We plan on building another elvtr. in the spring if we can obtain additional trackage. Will probably install a larger custom grinding mill.—E. S. Young, E. S. Young Lumber Co.

Grant, Neb.—We are contemplating installing an automatic scale and registering beam, also making other improvements to speed up our handling abilities.—C. J. Gaddis, mgr., Grant Equity Exchange.

Morrill, Neb.—We have installed a truck lift and head drive and a Richardson 4-bu. Automatic Scale which greatly increased our handling ability. We have shipped about 65 cars of the new crop.—John R. Jiridon.

Paxton, Neb.—Walt Hossle, former second man at the Farmers Elvtr. Co. at Big Springs, is the new mgr. of the Farmers Co-op. Ass'n. He replaced W. B. Woodman, who has bot a grain business at Sutherland. The change was effected Oct. 10.

Scottsbluff, Neb.—George Dunham, an employe of The Mead Co., broke a bone in his left foot when he tried putting a belt on a running pulley. The belt wrapped on the shaft and broke a casting on a fan, permitting the fan to drop on his foot.

Chappell, Neb.—We have just completed an office with fireproof roof. It is 16x20 ft., fitted with two rooms and modern equipment. Our old office is being converted into a flour and feed warehouse.—W. G. Adams, agt., Lexington Mill & Elvtr. Co.

Scottsbluff, Neb.—We are building a 16x90 ft. iron-clad warehouse with cement floor to accommodate our feed business. We installed Fairbanks Truck Scales, truck lift and a Western Manlift before the season started.—J. B. Runyon, Scottsbluff Elvtr. Co.

Sidney, Neb.—Henry Freytag, aged 55, for the past 10 years a local grain buyer, died recently in an Omaha hospital following an operation for appendicitis. He had formerly managed elvtrs. at Chester, Odell and Byron. He is survived by his wife.—P.

Midway (Farwell p. o.), Neb.—The elvtr. of the Farmers Grain & Supply Co. at Midway, belonging to the Dannebrog firm of the same name, was sold to the farmers of Warsaw precinct. The firm name will be the Warsaw Farmers Grain Co. I am the present mgr.—L. E. Manasil.

Sutherland, Neb.—I have bot the business of Shoup & Sons and the unexpired portion of their lease on the Farmers Elvtr. Co.'s plant. I resigned my position as mgr. of the Farmers Co-op. Ass'n at Paxton on Oct. 10 and will run the new purchase under the name of the Woodman Grain Co.—W. B. Woodman.

Octavia, Neb.—The Grosshans Lumber & Grain Co. is installing two electric motors and a truck dump in its elvtr., besides giving the plant a general overhauling and painting and lengthening the elvtr. leg 10 ft. New belt, buckets and boot have been added and a cement driveway on both sides.—L. M. Cook, agt., Trans-Mississippi Grain Co.

Dunbar, Neb.—Burton Gorton, mgr. of the Dunbar Grain Co. until the failure of the Dunbar State Bank brot disaster to both institutions, was found guilty of embezzling funds of the grain company by a jury in the district court on Sept. 23. The penalty is from one to seven years, but sentence will not be imposed until attorneys for Gorton have filed the customary motion for a new trial.

Omaha, Neb.—Richard M. Browne, former clerk for Jackson Bros. & Co., is charged with embezzling \$7,490.77 from the company. Browne admitted losing about \$7,500 speculating in corn and said he had been forging on his employers from time to time to cover his losses, expecting to "make a killing that would put me in the clear." Browne was fully bonded, so his employers lost nothing by his shortage.

NEW ENGLAND

Leominster, Mass.—The plant of Bowen & Fuller, wholesale and retail grain dealers, was damaged by fire Sept. 29. The loss amounts to about \$25,000.

Boston, Mass.—Albert K. Tapper, pres. of the Grain & Flour Exchange, has been appointed a member of the transportation com'te of the Chamber of Commerce.

NEW YORK

Buffalo, N. Y.—Norman E. Walter has succeeded Clifford F. Lane as head of the grain department of the Hecker-H-O Co.

Troy, N. Y.—Joseph Moskowitz of New York has bot the plant of the Boutwell Mfg. & Grain Co. He is now operating it as the Upper Hudson Rye Flour Mills, Inc. The plant includes an elvtr.

Buffalo, N. Y.—We have established a grain department under the supervision of Otto E. Auerbach, formerly connected with the Pratt & Co. and the Basil Burns Corporation.—Consolidated Feed & Grain Co., Inc.

Eagle Harbor, N. Y.—The flour mill of Geo. Redmond burned recently with a loss of \$50,000. The mill had not been in operation for several weeks due to a break in the state barge canal and the lack of water power.

Buffalo, N. Y.—Mr. and Mrs. Albert Nowak celebrated their 50th wedding anniversary Sept. 17. Mr. Nowak was long at the head of the Nowak Mfg. Corporation. The couple have three sons and a daughter, one son, Maxwell M. Nowak, being pres. of the Nowak Mfg. Corporation of Buffalo and Hammond, Ind.

NORTH DAKOTA

Norma, N. D.—The Minnekota Elvtr. Co. has repaired its plant.

Edgeley, N. D.—C. L. Packard is mgr. of the Edgeley Co-op. Grain Co.

Cannon Ball, N. D.—The National Elvtr. Co. expects to build an elvtr. soon.

Wolcott, N. D.—P. A. Frederickson will not rebuild his elvtr. which burned Aug. 5.

Enloe, N. D.—The plant of the National Elvtr. Co. has been re-roofed and an engine installed.

Munich, N. D.—H. E. Rupp has bot the H. A. Dew's elvtr., formerly known as the Dodge Elvtr.

Barney, N. D.—We are contemplating installing a feed mill.—Clide W. Adams, mgr., Peters & Neeb Elvtr.

Flaxton, N. D.—Electric motors and cleaning machinery have been installed in the plant of the Victoria Elvtr. Co.

Finley, N. D.—The office of the Farmers Elvtr. Co. has been enlarged and electric motors have replaced the gas engine.

Baldwin, N. D.—The Wheat Growers Warehouse Co., with headquarters at Grand Forks, bot the elvtr. of Martin Bourgois. J. C. Poole, who for the past four years has been in charge, will continue as mgr. for the new owners.

Edmunds, N. D.—Nicholas Grimm has bot the elvtr. of Ed. Alfson. The plant has been repaired and is now operating.

Willow City, N. D.—E. W. Windle is now mgr. of the St. Anthony & Dakota Elvtr. Co., taking the place of C. A. Crisler.

McHenry, N. D.—We have just completed putting a cement foundation under our elvtr.—O. M. Heath, mgr., Farmers Elvtr. Co.

Garske, N. D.—D. C. Baldwin is again mgr. of the Garske Elvtr. Co. He took the place of J. Swain, who resigned because of poor health. Mr. Swain expects to go to California.

Russell, N. D.—The Russell Farmers Elvtr. Co. is not a successor to the old Farmers Elvtr. which burned. The elvtr. was formerly the Royal Elvtr. Co. and was owned by the Kellogg Commission Co., being bot Aug. 15, 1927, by the Farmers Elvtr. Co. The Russell Farmers Elvtr. Co. is run by Henry Hoagland.—Thos. White, mgr., Atlantic Elvtr. Co.

OHIO

Wauseon, O.—A. L. Kolb has installed an oat huller and cleaner in his elvtr.

Mt. Cory, O.—A. J. Hosier, prop. of the Mt. Cory Elvtr., has installed a seed cleaner.

Defiance, O.—The Defiance Farmers Elvtr. is installing a Sidney Vertical Feed Mixer.

Payne, O.—The Payne Equity Exchange has bot a Hyatt Roller Bearing Sidney Corn Sheller.

Milton Center, O.—Chas. H. Richardson is now mgr. of the Milton Center Grain & Stock Co.

Payne, O.—Brady Bros. have equipped their plant with a McMillin Combination Wagon and Truck Dump.

West Leipsic, O.—Fire, believed to be of incendiary origin, was the cause of a loss on stock in the plant of C. A. Hiegel recently.

Delphos, O.—We hope to have our plant completed, both the storage and drier, by Nov. 15. We will have a capacity for handling 10 cars daily.—Garman Grain Co.

Wauseon, O.—The northern district of the Ohio Grain Dealers Ass'n held a meeting at Wauseon the evening of Sept. 29 with 42 in attendance. After-dinner speakers were L. G. Foster of the Ohio State University and Phil Sayles, ass'n sec'y.

Lima, O.—The fall meeting of the Ohio Grain Dealers Ass'n will be held at the Elks' Club Oct. 25 at 12 o'clock noon. The meeting will start with a fine lunch and will be followed by the regular meeting. There will be a couple of good speakers, also a general discussion on conditions.—W. W. Cummings, sec'y.

Sandusky, O.—The Western Reserve Grain, Coal & Supply Dealers Ass'n is being organized by elvtr. men of Erie, Lorain, Huron, Sandusky and Richland counties, to promote the interests of elvtr. operators and to establish a credit bureau. F. A. Jenkins of Norwalk is pres. and Clifford S. Love of Bloomington is sec'y.

Wharton, O.—The plant of the Farmers Co-op. Grain Co. burned recently. When the blaze was discovered about 12:30 a. m. the elvtr. was nearly destroyed. Local authorities believe that the fire started under the platform scales in the alley. The loss is estimated at \$10,000, partially covered by insurance. About 3,000 bus. of new wheat, 150 bus. of corn, some seed and five cars of coal in a bin along the Big Four tracks are included in the loss.

OKLAHOMA

Ryan, Okla.—L. B. Anderson is building an elvtr. on the Rock Island.

Oklahoma City, Okla.—The Oklahoma City Mill & Elvtr. Co. will build a \$75,000 elvtr.

Frederick, Okla.—The Northwestern Elvtr. Co. is building a 30x70-ft. structure which will serve as a mill for feed grinding.

Fairview, Okla.—Ward Webster, mgr. of the Bowersock Mill & Elvtr. Co., was found dead in his home recently, having shot himself with a pistol. Domestic troubles are thot to have been the cause of the suicide, his wife having filed divorce proceedings a short time ago.



Loading Spouts

Grain Spouting

Immediate Shipment

American Machinery & Supply Co.

Omaha, Nebr.

Howe Scales **Kewanee Dumps**

Marietta, Okla.—W. M. Balthrop, grain dealer, is building a warehouse and will install a sheller, an elvtr. leg and drags for loading ear corn.

Hugo, Okla.—M. H. Mill & Grain Co., incorporated; capital, \$15,000; by R. V. Womack, Mrs. Mollie Womack, E. A. Burke, H. E. Womack, James A. Smith and Rufus Scott.

OREGON

Pendleton, Ore.—The Pendleton Flour & Grain Co. has installed machinery for making poultry and dairy feed.

Heppner, Ore.—We have added a new platform 48x70-ft. and installed a Eureka Receiving Separator.—F. R. Brown, Brown Warehouse Co.

Portland, Ore.—A merger has been effected between the firms of Kerr Gifford & Co. and the Astoria Flouring Mills. The offices of the latter in the Railway Exchange Bldg. were closed Oct. 1 and will be maintained with the former company in the Lewis Bldg.

PENNSYLVANIA

Pottsville, Pa.—The plant of the Pottsville Grain Co. will be closed soon.

SOUTH DAKOTA

Estelline, S. D.—The elvtr. of the Eagle Roller Mills has been repaired.

Roscoe, S. D.—The Roscoe Farmers Elvtr. Co. has installed an electric motor.

Roscoe, S. D.—Gene Light is now mgr. of the local elvtr. of Potter, Garrick & Potter Co.

Frankfort, S. D.—The Frankfort Mill & Elvtr. Co. is installing a Strong Scott Air Dump.

Armour, S. D.—James Carlon is installing a Fairbanks Scale and Strong Scott Air Dump in his elvtr.

Claremont, S. D.—J. R. Rosholt of Edmore, N. D., recently became mgr. of the Equity Elvtr. Co.

New Effington, S. D.—I have changed my address to Victor, S. D.—W. G. Dalin, agt., Great Western Grain Co.

Wagner, S. D.—The Mullaney Grain Co. recently had a truck dump and scale installed by the Younglove Engineering Co.

Mina, S. D.—J. W. Beigler will manage the elvtr. which the South Dakota Wheat Pool took over from the Brown Grain Co.

Plumb (Scotland p. o.), S. D.—Our elvtr. opened Aug. 1 after being closed for two years.—C. L. Helm, mgr., Plumb Grain & Stock Co.

Onida, S. D.—We will rebuild some time soon our south elvtr. of 18,000 bus. which burned Sept. 8. We are building a corn crib 75 ft. long now.—Geo. P. Sexauer & Son.

Turton, S. D.—We installed a motor on our dockage machine and put in a dockage scale. It enabled us to test every wagon load for weight and dockage. We overhauled our house completely this summer.—H. O. Ewing, mgr., Farmers Elvtr. Co.

TENNESSEE

Morristown, Tenn.—The Pinnacle Mills, Inc., is planning to build a new mill. Its present capacity is 700 bbls.

TEXAS

White Deer, Tex.—I have installed a flour mill.—W. S. Warnninski.

Brownwood, Tex.—The Austin Mill & Grain Co. has installed a McMillin Wagon and Truck Dump.

Alamo, Tex.—The name of the Alamo Gin Co. has been changed to the Exchange Feed & Grain Co. with the same owners operating and Noel Bettles as mgr.

Ft. Worth, Tex.—The Walker Grain Co., J. L. Walker, prop., is again in the grain business at 109½ Main St., and the Worth Commission Co. is at the same address.

Denison, Tex.—We have built a 50,000 bu. elvtr., concrete thruout, which will be in operation Oct. 17. It was designed and built by the Southwestern Engineering Co.—Knauer Grain Co.

Houston, Tex.—W. C. Lowery, former head of the Seaport Grain Co., whose plant burned several months ago, is now with the Ratcliff Grain Co. The latter company is installing new mlg. machinery.

Fort Worth, Tex.—Secy. H. B. Dorsey of the Texas Grain Dealers Ass'n is favoring its members with a brief and interesting review of the organization's early struggle to help the trade to better conditions.

Lubbock, Tex.—J. C. Whaley of Gainesville has let a contract to the Jones Hettelsater Construction Co. for a 340,000-bu. elvtr. of concrete. The headhouse will be 20x36 ft. and 176 ft. high. Work will commence at once.

WASHINGTON

Pasco, Wash.—C. A. Peplow is mgr. of the plant which we recently bot of the Pasco Grain & Mlg. Co.—Royal Mlg. Co.

Spokane, Wash.—The Boyd Conlee Co. has installed a grain drier in its elvtr. It has a capacity of 4,000 bus. a day.

Hanson (Almira p. o.), Wash.—One of the bins of the Almira Trading Co.'s warehouse broke recently, letting 10,000 bus. of wheat fall to the ground. The building is of wood and was built 10 years ago. The remainder of the structure is to be torn down and rebuilt.

Seattle, Wash.—Effective Oct. 1, the name of the Merchants Exchange Clearing House was changed to Seattle Grain Exchange. This is more appropriate and is policy due to the confusion existing with the banking clearing house here.—Seattle Grain Exchange, J. McCormack, mgr.

Vancouver, Wash.—The matter of a grain terminal, to include an elvtr. for the Port of Vancouver, has been discussed by the directors of the Chamber of Commerce in conjunction with the Commissioners of the port. On account of the large sums spent on channel improvement it is impossible for the Port of Vancouver to bond in a sufficient sum to erect a grain terminal, altho it can assist materially any interest which might be desirous of establishing such a service.—Chamber of Commerce.

WISCONSIN

Union Grove, Wis.—Ralph Nelson has been appointed mgr. of the Farmers Co-op. Elvtr. Co.

Beloit, Wis.—H. F. Fisher has opened a flour and feed business in the former elvtr. of the Blodgett Elvtr. Co.

Fond Du Lac, Wis.—We have repaired our elvtr. and feed mill which was recently damaged by fire.—Boulay Bros. Co.

Marshfield, Wis.—Articles of dissolution have been filed for the Mt. Calvary Co-op. Equity Co. The company was organized in 1920.

Oakfield, Wis.—I. J. Bristol, formerly bookkeeper at the Oakfield Elvtr. Co., has been appointed mgr. to succeed C. H. Parduhn, who has accepted a position with the Northern Mlg. Co. at Wausau.

Manitowoc, Wis.—Elvtr. B of the Bartlett Frazier Co. has been covered with 24 gauge corrugated iron. This elvtr. has a storage of one-half million bus. The work was done by the Younglove Engineering Co.

Clear Lake, Wis.—Emil Anderholm, one of the owners of the Anderholm Bros. Mill Elvtrs. at Clear Lake, Clayton and Joel, was killed when the truck he was driving was struck by a train near Joel. His wife survives.

Manitowoc, Wis.—Amendments to the articles of organization of the Gould Grain Co. have been filed, giving it power to engage in the purchase and sale of securities, the financing of buildings and businesses, in addition to its activities in grain.

Blanchardville, Wis.—The Blanchardville Co-op. Co. has bot from the Wisconsin Power & Light Co. the feed mill equipment formerly owned by Sardeson Bros. The new owner will continue to grind in the present mill location until arrangements have been completed for transferring the mill to its own buildings.

WYOMING

Cody, Wyo.—J. R. Olson of Lisco, Neb., has bot and is operating the elvtr. of A. D. Persson.

Torrington, Wyo.—We have ordered an Allis Chalmers Vertical Mill for custom grinding and expect to install it as soon as it arrives.—P. V. Eaton, Eaton Grain Co.

Lingle, Wyo.—We are installing a 60-bu. Fairbanks-Morse Hammer Mill for custom grinding, for which a considerable demand has developed.—C. R. Persson, Lingle Elvtr. Co.

Burns, Wyo.—We contemplate installing a larger feed mill for custom grinding, making our small elvtr. into a feed mill.—Chas. O. Lyon, mgr., Farmers Elvtr. & Mlg. Co.

Albion, Wyo.—A. D. Persson expects to build an elvtr. here and at La Grange as soon as the new branch line of the Union Pacific is completed thru these towns. Work is expected to commence on the branch line some time this fall.

Protest Against Hay Rate Increase.

A vigorous and united protest was made by the hay trade at Cincinnati before the Southern Classification Com'te Sept. 30 against any change in the classification or the rates on hay or straw.

J. C. Suttie, of Omaha, traffic manager of the National Hay Ass'n, read into the report four valuable exhibits. Following this, others testified in the order as named and some presented a few exhibits in connection with their testimony; H. A. Dinius, Roanoke, Ind., Pres. National Hay Ass'n; M. C. Niezer, Ft. Wayne, Ind., and Avon Burk, Decatur, Ind., representing the Northeastern Indiana Hay Dealers' Ass'n; D. J. Schuh, Cincinnati, O., Exec. Secy. Cincinnati Board of Trade; R. L. Tuttle, Lansing, Mich., representing Michigan Hay & Grain Ass'n; C. S. Long, Columbus, O., representing Ohio Farm Bureau Federation; F. H. Baldy, Pittsburgh, Pa., traffic manager Grain & Hay Exchange; A. E. Bazen, asst. traffic manager, St. Louis Merchants Exchange; J. B. McGinnis, Memphis, Tenn., traffic manager Merchants Exchange; J. D. Tedrow, Kansas City, Mo., transportation mgr. Chamber of Commerce; A. F. Vandegrift, Louisville, Ky., traffic manager Board of Trade; L. W. Dewey, Blanchester, O., and L. A. Dellinger, Bloomville, O.

Based on general average earning of 1925, the rates per ton on hay and straw would be \$6.14 per ton. The 10th class rating, Docket 13494, reflects \$5.57 per ton. The proposed 6th class rating would be \$11.69 per ton.

The opening remarks of Traffic Manager Suttie indicated by the testimony and exhibits made by Mr. McLaughlin that there was no justification whatever in trying to place hay in such a high classification, so much higher than other classification territories.

The report of the Federal Trade Commission covering competitive conditions, prices, costs and profits in the bread and flour milling industry is nearly completed and will be soon submitted to the U. S. Senate.

Some of the new types of apparatus now coming into use perform operations that are almost beyond belief. One device perfected by Swedish inventors will receive telephone messages in the absence of the person from his home or his office. This machine is coupled up to the telephone when the person owning it goes out and when a call comes in to this particular number, the device sounds two bell signals indicating to the person who is calling that no one is at home and that any message left will be properly recorded. The spoken words are received on sensitized paper, and the apparatus will record a number of messages before the old receiver has to be taken out and a new one put in.

Weeping Over Rye.

RYE has gained a lot on wheat and an awful lot on corn. So much so it makes one feel like kicking themselves because they didn't buy December rye and sell December wheat or corn when the difference was so big.—J. F. Zahm & Co.

Grain Carriers

Toledo, O.—Concerted effort is attempting to block proposed increases in rates on grain and grain products to Southern Ass'n territory.

Calgary, Alta.—Westbound movements of grain from this province have doubled since the inauguration of the reduced rates to the port of Vancouver.

Coming Regional Shippers Advisory Board meetings are the Midwest at Decatur, Ill., on Oct. 12; and the Northwest at Crookston, Minn., on Oct. 25.

Buffalo, N. Y.—For the purpose of winter storage some four score vessels have been chartered to tie up in the Buffalo harbor during the immobile period.

Surplus box cars immediately available for service on the lines of Class 1 railroads numbered 88,951 as a daily average for the week ending Sept. 15, whereas the previous week saw 96,207 cars in this classification.

From the opening of the present season of navigation to the end of August 4,572,809 tons of traffic have passed thru the St. Lawrence canals. This figure shows an increase of 1,000,879 tons over the similar period of 1926.

Buffalo, N. Y.—Dockage for between 16 and 18 bottoms is provided in the completion of the first of ten new piers in the Buffalo outer harbor. Vessels tying up for winter grain storage will probably be the first to use these facilities.

Duluth, Minn.—In previous years about 60 per cent of the grain from the Northwest has been moved to Lake ports and 40 per cent to the Twin Cities. This year it is estimated that 82 per cent of the grain is going to Lake ports for transportation east.

St. Louis, Mo.—A trip of inspection of the bulk handling grain plants with barge loading and unloading facilities located on the upper Mississippi was made by a large delegation of Twin City shipping interests, which trip ended with the celebration here of the inauguration of service on the upper branch of that river.

Buffalo, N. Y.—Plans and recommendations for making the Buffalo River accessible throughout was considered at a meeting of the Buffalo Harbor Improvement Com'tee on Sept. 20. Leading grain men of the Corn Exchange urged speedy relief for large bottoms. Existing channels will probably be widened and deepened soon.

The Texas Railroad Commission postponed a hearing to consider the proposition to require, within six days after inspection, proof of inspection of grain where a request for reconsignment is made. It will come up on Nov. 8. It also suspended its order of Sept. 7 making changes in existing regulations governing reconsignment after inspection of grain, seeds, hay or straw and holding in force the former rule.—P.J.P.

Grain and grain products were loaded into 60,356 cars during the week ending Sept. 17, an increase of 10,779 cars above the same week of last year and 6,250 cars above the corresponding week of two years ago. In the Western districts alone, loadings reached 45,270 during this period, an increase of 12,622 cars above the corresponding week of last year. During the previous four weeks grain and grain products were loaded into 57,557 cars during the week ending Sept. 10; 60,433 for Sept. 3; 60,733 for Aug. 27; and 53,956 for Aug. 20. Cumulative loadings during the first 38 weeks of the past five years totaled: 1,690,481 for 1927; 1,704,532 in 1926; 1,617,381 in 1925; 1,756,348 in 1924; and 1,601,994 cars in 1923.

Baltimore grain interests began presenting its case against the Port of New York before the Interstate Commerce Commission at Washington, D. C., on Sept. 20. The complaint involves absorption of accessorial charges (lighterage, floatage, etc.) in the line haul rates of roads entering New York and the justness of such a practice. An increase in the present rail differentials from C. F. A. territory as between Baltimore and New York, is sought by the Maryland interests.

Amarillo, Tex.—At the I. C. C. hearing held here recently on the 8c advance in coarse grain rates from stations on the Panhandle & Santa Fe to Southeast and Mississippi Valley territory, as qualified by the suspension order, the increase was opposed by E. P. Byars, manager of the Fort Worth Freight Bureau; H. B. Dorsey, sec'y of the Texas Grain Dealers Ass'n; E. E. Wyatt, traffic manager of the Fort Worth Elevators Co.; and F. O. Holt. A decision is expected before the end of next week.—P.

The Canadian government just started another million dollar expedition into the Hudson Bay country for the purpose of determining exactly how suited this 1,300 by 600-mile body of water is for modern grain steamers drawing 25 or 30 feet of water on a route to Europe shorter by 600 miles from Winnipeg, and shorter by 1,000 miles from Edmonton, than the Montreal route. Explorations will be made up and down and crosswise, with surveys of sailing routes both to Fort Nelson and to Fort Churchill and ascertainment of just how free from ice the Bay is during the so-called season of navigation from July to October.

In the case of flour storage at New York, N. Y., pending final delivery, M. M. van den Berg of the Cumberland (Md.) Seed Co., v. Chas. J. Austin of the New York Produce Exchange, the point in question seems to be the right of the consignee to order movement of car or contents before the B/L has been taken up by said consignee. Railroad tariffs provide that "Flour shipped 'lighterage free' in carloads for domestic delivery, will be unloaded by the railroads from cars to piers or warehouses, subject to order of consignee * * *" etc. Also, "When property shipped 'lighterage free' is consigned and waybilled to the order of one party, notify another party, or to the order of one party, care of another party, and is held in the railroad warehouses or in cars or on the piers under this rule, it will be forwarded to any of the freight stations (as provided) upon order of the 'order party,' 'notify party or care party,' without the surrender of the original B/L; but the original B/L properly endorsed, must be surrendered before delivery of the property at final destination."

Des Moines, Ia.—A hearing on grain rates from Iowa to Texas was held here Sept. 28. This revives the 1923 Des Moines Board of Trade case. Railroads have deliberately sidestepped the I. C. C. order to place Des Moines, Omaha and Council Bluffs on the same proportional basis for grain to Texas, and have hoisted the Des Moines rate 5½c cwt., according to allegations made by J. Doliver Kent, pres. of the Board of Trade. This case, which was up for hearing again last June, was abandoned at that time on the promise of the carriers to revise their tariffs to a basis fair to Iowa shipments. As it stands now, according to Kent, Iowa grain shippers can buy grain in Minnesota and undersell their own product, shipping this foreign grain from Iowa points. The disparity unfavorable to Iowa stations runs from 1 to 4 cents per hundred. This defiance of the Commission's order, Kent asserted, is due to the railroads' fear that shipments from Iowa will be able to use shorter hauls to Texas than if the grain goes via Omaha, or at least via a rate favoring Omaha. A decision is expected about Dec. 15.—P.

Ex-lake export grain rates from the Canadian Pacific lake ports to the Boston & Albany ocean terminals were established by the Dominion carrier on Sept. 23, which opens a new grain route to Boston for export thru these joint arrangements. It is believed this outlet will be advantageously used during the period the St. Lawrence River is frozen over.

Omaha, Neb.—Milling-in-transit privileges were authorized over the Union Pacific by the state railway commission at Elkhorn, Neb., on grain originating on the U. P. beyond Columbus, David City and Pickerell, and consigned to Omaha and returned to Elkhorn for milling purposes, with Omaha or eastern points thereof as final destination. A charge of 5 cents per hundred pounds will be allowed for the out-of-line haul.

Minneapolis Traffic Ass'n filed a bill of exceptions following the adverse recommendations of the Examiner hearing I. & S. Docket No. 18616, in which the failure and refusal of the "Milwaukee" road to establish free milling and other transit arrangements at Minneapolis on grain moving from the west thereof to Minneapolis and thence diverted to Duluth for lake transportation east was alleged to be a rate structure discrimination, unreasonable and unlawful. Such privileges (with exceptions) are enjoyed at points west of Minneapolis, it was noted. Minneapolis interests want equality with western transit points on grain moving through Minneapolis for Duluth or abolition of all privileges thruout the line affecting Minneapolis, which the sitting Examiner refused to recommend in whole or in part. Minneapolis millers maintain transit is essential to support a market there. That the future of freight rates affecting Minneapolis are closely identified with the new barge line service is indicated in the report of the Examiner which shows that with no competing water service the rail carriers have withdrawn competitive tariffs. Originally Minneapolis had joint through rates on grain and grain products to the east which were adjusted with relation to the transportation cost by water. With the barge line service in operation, it is predicted competitive rates will again be established. From 1916 to 1925 the output of Minneapolis mills decreased from 18,542,000 to 12,059,000 barrels and during the same period the Duluth output also decreased from 1,335,000 to 1,015,000 barrels, while Buffalo mills increased from 7,123,000 in 1925 to 9,458,000 barrels in 1926. Kansas City almost doubled and Chicago increased fifty per cent during the 1916-25 period. The Duluth Board of Trade objected to the demands made by its kin-state terminal.—P.

Australia: Investigations into the relationship between seasonal rainfall and wheat yields in Australia have been conducted by the Commonwealth Meteorological Department. To date results of this survey prove the first inch of rain during the critical months is responsible for a yield of 8¼ bushels per acre, while the second is credited with 3½ bushels. The third inch of rain at that time is good for 2 more bushels yield. Let us have more rain.

Development of a strain of soybean with low oil content is being urged for feeding hogs, by the U. S. Dept. of Agriculture. The oil content of soybeans varies all the way from 12 to 24 per cent. Fat content of feed very much in excess of 6 per cent results in soft pork. Soybeans furnish sufficient protein to balance and supplement a corn ration, but results from some tests indicates it would be better to feed an animal protein such as tankage or linseed meal in addition to soybeans. The question of decreased palatability proportionate with decreased oil content is undecided.

Texas Diversion Hearing Nov. 8.

A hearing Nov. 8 on the Supplement No. 9 to Texas Tariff No. 32-E, note 120-A, has been granted by the Texas State Railroad Commission, which placed it under suspension. It would have been effective Oct. 17 and would have required evidence of inspection before diversion of a car of grain.

H. B. Dorsey, at a prior hearing by the carriers insisted that the car be diverted and not held up drawing demurrage until the evidence was furnished for the reason that frequently the B/L was not at the same point where the car was standing on track, and suggested and urged, assisted by other interested parties, that if when a car was diverted, the certificate of inspection or evidence of inspection was not furnished the carriers, that unless it be furnished within a reasonable time, then the diversion privilege would not be available which was proposed by the carriers. The carriers promised to follow this suggestion, but when they failed to do so Mr. Dorsey protested to the Commission.

E. W. Crouch, of McGregor, suggests the following form for Note 3:

"Note 3. When a shipper requests carrier to reconsign a car of grain under terms specified in Section 2, such reconsignments will be made on that basis, provided that if the carrier has not been furnished proof of official inspection within six days after request for reconsignment, exclusive of Sundays and legal holidays, diversion shall be consummated under Section 1."

American Roads Stand on Canadian Rates.

American grain carriers are watchfully waiting to see what effect the recent sharp reductions in grain rates ordered by the railroad commissioners of Canada will have upon their business before doing anything similar. Their position is that not enough time has elapsed since the low rates went into operation to enable them to make any accurate appraisal.

The Canadian National, being owned by the Canadian government, can incur a deficit in revenues by reason of the cut in grain rates without danger of a receivership. It can make up the deficit in income by taking money from the government's treasury.

Railroads in the United States do not haul much grain all-rail from the northwest. It seeks the cheaper routes via the lakes. Traffic officers of United States railroads are inclined to the belief that Canadian grain goes to lower lake American ports on its way to the foreign markets rather than thru Canadian ports because its owners desire to be in a position, in the event of changes in market conditions, to take advantage of such changes even to the extent of diverting it to American mills. American mills take Canadian wheat, mill it in bond, and export the products when conditions are right.

Spain: Only 50,000 tons of wheat for milling and exportation will hereafter be permitted importation semi-annually.

Trade Commission Asks Postponement of Millers' National Case.

Indefinite postponement of the argument in the case of the Federal Trade Commission against the Millers' National Federation and others has been asked by the counsel for the Commission. The case was set for hearing on Oct. 3.

The case arose when the Commission attempted to compel millers to reveal the intimate workings, files and records of their industry, to the end of aiding the snoopers in their investigation of this trade. A report is expected to be published by this federal body in the very near future, which will not be based on the findings from millers' records, as the Federation obtained an injunction restraining the Commission from prying into private business affairs. A supercilious report may be expected.

I. C. C. Activities.

McGregor (Tex.) Milling & Grain Co. filed a petition with the Railroad Commission on Sept. 23 for an order requiring proof after inspection of reconsignment of shipments of grain be furnished at the time or within six days after such inspection. The hearing will be held Oct. 11.—P. J. P.

Graco Mig. Co. of Sherman, Tex., filed complaint with the Interstate Commerce Commission on Sept. 28, protesting charges assessed by the carriers on cottonseed meal used for cattle feed and shipped to feeding centers of Oklahoma, Nebraska, and other states, and asking reparation. An extra 2.5c cwt. charge on all shipments sent for milling in transit is alleged, which the company believes unwarranted.

No. 19101, Betta Feed Mills v. Alabama & Vicksburg R. R. Co., will be dismissed if the Commission adopts Examiner Prout's recommendation that the rule penalizing each car of grain \$585 for delay in surrendering documents at Jackson, Miss., is not unreasonable. Complainants did file an indemnity bond for release of shipments, but the carrier contends that complainants did not give notice with respect to each particular shipment as required by the bond.

No. 17291, Indianapolis Board of Trade v. B. & O. has been dismissed by the Commission on the ground that the rates complained of are not unreasonable. Rates are higher to or via Indianapolis from points between Shadeland, Ind., and Cerro Gordo, Ill., leading farmers to haul their grain to points not on the Wabash Railroad. Commissioner Taylor said the showing of public interest was not sufficient to order the Wabash to short haul itself on grain thru Indianapolis.

Oklahoma Wheat Growers' Ass'n and The Homebuilders Shipping Ass'n, Enid, Okla., vs. the Abilene & Southern, et al.—A second hearing on this reparation case was held in Fort Worth, Tex., on Sept. 26. The petition involves allegations against certain carriers' rates on grain shipped from Oklahoma into Texas which do not comply with I. C. C. regulations. Complainants claim rebates on approximately 18,000 cars of grain, which reparations will total about \$325,000. If the commission rules in favor of the complainants, another hearing on the merits of the complainants may result. The first hearing was held last April.—P. J. P.

A hearing on hay rates, interstate, between certain New Mexico points to specific destinations in Louisiana and Arkansas, which rates the carriers propose to increase, was held at Fort Worth, Tex., on Sept. 28. Complainants are the Fort Worth Grain & Cotton Exchange, the West Texas Chamber of Commerce, the El Paso Freight Bureau, the Shreveport (La.) Chamber of Commerce, etc. It was explained that the new rates were published to remove the discrimination that was found to exist against the rates to points in Arkansas. The new rates are used in connection with rates from points in New Mexico where there are no through rates published.—P. J. P.

Czechoslovakia:—The domestic mill products tax on grain and flour has been raised to 2 per cent ad valorem. Imported grains and flour will be subject to a single lump-sum tax representing a substantial increase. Bran and millet are now subject to lump-sum sales taxes of 2.40 and 2.50 crowns per 100 kilos, respectively, in place of the previous 1 per cent tax.

Poland: According to a report received on August 19 from Assistant Trade Commissioner L. J. Cochrane of Warsaw, the Polish Government has decided to maintain the export tax of 15 zloty per 100 kilos on rye until July, 1928, in connection with its policy of conserving the country's grain supplies so as to prevent a repetition of last year's mistake, when excess exports of grain in the fall resulted in heavy imports during the spring at approximately a 10 per cent increase in price. This has resulted in a protest from agricultural circles who point out that without sufficient storage and credit facilities, the Government's decision is premature, and it is possible that the latter may be modified in the near future. The zloty is worth about 11.23 cents.

Polish Farmers Successfully Combat Borers.

Farmers of Poland give no more concern to the European corn borer than to any other insect pest, according to Dr. S. P. Minkiewicz of the department of entomology in the government institute of agricultural research, Pulawy, Poland.

Dr. Minkiewicz recently inspected the work of several departments in the College of Agriculture, University of Illinois, in connection with an extended tour which he is making thru the country. While there he explained the measures used to combat the borer in Poland.

There the insect which is native to Poland is kept in check by the farmers. The farmers plow their land just after harvest, thus cleaning up crop refuse and destroying harbors that might be used by the borer. There are no extensive acreages of corn in Poland, and these two things, coupled with the work of natural parasites, keep down the pest.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Theodore Kipp, Mgr.

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Winnipeg, Manitoba

Supreme Court Decisions

Demurrage Part of Damages.—Demurrage paid on ocean-going vessels by shipper because of unreasonable delay of railroad in transporting grain for export is proper element of damages.—*Penn. R. Co. v. Wm. H. Muller & Co. U. S. Circuit Court of Appeals. 15 Fed. (2d) 535.*

Division of Insurance.—Where plaintiff agreed to deliver proportion of blue grass seed to defendant furnishing strippers, and seed burned before delivery to defendants, parties were tenants in common, so that plaintiff's insurance did not inure to defendant's benefit.—*Crabtree v. Maupin Seed Co. Kansas City Court of Appeals, Missouri. 294 S. W. 433.*

Pooling Contract Not Enforceable.—Marketing agreement between cotton grower and co-operative ass'n, organized under Act. No. 57 of 1922, cannot be enforced against crop raised on share system in which tenants have undivided interest; grower not even being required to sell his undivided part to ass'n.—*Louisiana Farm Bureau Cotton Growers Ass'n v. Bacon. Supreme Court of Louisiana. 113 South. 790.*

Measure of Damages for Carrier's Delay.—Measure of damages recoverable from United States Shipping Board Emergency Fleet Corporation, under Suits in Admiralty Act 1920 (Comp. St. §§ 1251¼-1251½(1) for negligent delay in delivering shipment of corn, held difference between price received for corn when delivered and market value at time when delivery should have been made.—*U. S. Shipping Board Emergency Fleet Corporation v. Florida Grain & Elevator Co. U. S. Circuit Court of Appeals. 20 Fed. (2d) 583.*

Shipper Entitled to Attorney's Fee against Director-General.—In action against Director-General under Act to Regulate Commerce, § 16 (Comp. St. § 8584), to enforce reparation order entered in proceeding under Federal Control Act, § 10 (Comp. St. § 3115¾), plaintiffs held entitled to reasonable attorney's fees provided for in section 16, as against claim that allowance thereof was in nature of penalty, not recoverable against United States.—*Mellon v. Tulsa Paper Co. U. S. Circuit Court of Appeals. 20 Fed. (2d) 613.*

No Recovery of Freight Tho B/L Marked "Prepaid."—A consignee of a shipment of interstate freight under an order B/L containing the notation "Freight to be prepaid," who takes up the B/L with draft attached by paying the amount named in the draft, which includes the freight charges, and, because the freight charges were not prepaid, is compelled to pay those charges to the carrier, cannot recover from the latter the damages sustained by reason of being compelled to pay those charges to the carrier.—*Strong v. Atchison, Topeka & Santa Fe Ry. Co. Supreme Court of Kansas. 254 Pac. 405.*

Anti-Discrimination Laws Unconstitutional.—Laws Minn. 1921, c. 305, § 1, as amended by Laws Minn. 1923, c. 120 (Gen. St. Minn. 1923, § 3907), prohibiting any person, firm, partnership or corporation, buying milk, cream, or butter fat, from discriminating between different localities by paying a higher price in one locality than another, after making due allowance for difference, if any, in cost of transportation, intended to prevent strong buyers from establishing monopoly by overbidding and eliminating competition, being operative irrespective of motive, held an unwarranted interference with freedom of contract, guaranteed by Const. U. S. Amend. 14, and without substantial relation to the anticipated evil.—*Fairmont Creamery Co. v. State*

Millers Report on Grain Adulteration.

The Grain Adulteration Com'te of the Pennsylvania State Millers Ass'n made the following report to the convention held at Harrisburg, Pa., Sept. 23:

We as a com'te quite agree with the thot expressed in our report of last year and believe that some good could be accomplished along the line of grain adulteration if the mills and elevator people would put some work in on the subject, and still believe that the most important phases of this work is that of dockage, which was called to your attention last year. Steps should be taken to present this matter to the proper authorities in Washington with the view of having the grain grades corrected so that if wheat carries more than ½ of 1 per cent dockage 1 per cent must or should be allowed up to 1½ or 2 per cent, as the case may be.

Under the Federal Standards no dockage is assessed against the grain until the quality reaches 1 per cent. This means that the grain can carry 99-100 of 1 per cent and be considered clean. As it stands at present, elevators are allowed up to this margin without any penalty, which gives them a very nice remuneration, and at the same time it is quite a penalty to assess against the mill.

We admit that the farmer who raises clean wheat does not get the premium he is entitled to. There is too much wheat bot that is passed up, and taken, if it is dry and sound, regardless of the quality. If all millers and grain elevator men would buy wheat on weight, moisture and protein test it would go a great way towards encouraging the farmers to be more careful with their seed and having it clean.

During August 1,040 mills ground 43,815,944 bushels of wheat and in so doing operated 54 per cent of total capacity. One year prior to this date 1,034 mills ground 47,654,414 bushels of wheat for a net of 62.1 per cent of total capacity operated. For August, 1927, 866 concerns reported 1,040 mills, of which 63 with a daily capacity of 27,768 barrels, were idle during the month. The average pounds of wheat ground per barrel of flour (extraction) was: (1927) Aug., 275.1; July, 276.1; June, 275.9; May, 274.8; April, 275.7; Mar., 274.2; Feb., 273.5; Jan., 273.8; (1926) Dec., 273.6; Nov., 274; Oct., 273.8; Sept., 272.9; Aug., 273.7; and July, 275.5.

Use of Anti-Friction Bearings Rapidly Increasing

Roller bearings have been given thoro try-outs by actual use over a period of several years by some of the leading railroad lines, and it has been conclusively proven railroad equipment so augmented starts and rides easier and smoother, due to the greater ease in overcoming inertia. Soon roller bearings will be standard equipment the country over, not alone on railroad rolling stock, but in all grain elevator equipment and machinery as well. Roller bearings remove the unnecessary additional resistance of metal-to-metal friction. Just as a locomotive can haul more roller bearing equipped cars, so can a motor in a grain elevator transmit more efficient power from a bearing equipped line-shaft to bearing equipped machinery. The possibilities for illustration are without end. Good business men would not consider being without completely bearing equipped machinery, etc. Think of the reduction in power costs and the saving in oil and labor required for its application.

Select Seed Corn from Standing Stalk.

Seed corn selected from the standing stalks yielded three bushels per acre more than seed selected from the wagon at husking time in tests made at the Ohio Experiment Station.

In selecting seed the stalk as well as the ear should be noticed. Ears that ripen a little ahead of the stalk from sturdy, erect, normally ripening stalks are best. Experiments have shown that selecting the highest ears for seed increases the height of the stalks next year and lengthens the growing period. Low borne ears produce shorter plants that ripen earlier. The ear itself should be normally ripened. Ears selected early and containing much moisture are just as good as later ears, provided they are stored properly to dry without molding.

The ears selected for seed should not be allowed to stand in bulk. The storage should be provided with a good circulation of dry air and should be heated a little at first if possible. The ears may be placed on racks. The temperature should be kept above freezing until the corn is dry enough to shell easily.

Books Received

THE KANSAS STATE BOARD OF AGRICULTURE has just issued its quarterly report for the period ending December, 1926. The report gives tables showing the state's population by counties and cities, assessed valuation, acres, yields and value of agricultural products for the years 1925 and 1926, together with other tables and diagrams showing yields and values of numerous products for various periods. Published by the State Board of Agriculture, J. C. Mohler, Sec'y, Topeka, Kans.

A YEAR'S PROGRESS IN SOLVING Farm Problems of Illinois is the 40th annual report of the Illinois Agricultural Experiment Station, College of Agriculture, Urbana. Among other information in the report is the following: A new strain of Manchu soybean was the best yielder out of 24 varieties and strains grown on two rotations during the 1926 season. It made 46 bushels of seed an acre. Approximately one-fifth of the 36,000,000 bushels of hard red winter wheat grown on Illinois farms is mixed to such an extent on farms and country elevators as to make it class mixed wheat on the terminal markets. Price studies show that this mixed wheat brings an average of about two cents a bushel less than clear hard wheat or clear soft wheat of the same grade. Some of the counties in the central part of the state, where the hard and soft wheat territories overlap, have 30% or more of their total shipments graded as mixed wheat. There has been no increase in grain elevator capacity at Chicago for the past 20 years, new construction not quite replacing that destroyed by fire or otherwise.

FACTS ON GRAIN MARKETING is a pamphlet being distributed among farmers and business men of western Canada by the Northwest Grain Dealers Ass'n of Winnipeg in order that there may be a proper understanding of the results obtained by the Pool to date as compared to the open market system. The following paragraph gives a good summary of the pamphlet and the actual facts contained in it: "The Grain Trade regard the Pool as an experiment in international trading. They consider that in coarse grains that experiment has been a failure. They consider that any means of success the Pool has had in wheat has been due to the fact that the Pool had a contract with country elevator owners with regard to the handling and financing of the grain, and to the fact that the Pool had at its disposal all the machinery and all the facilities for the marketing of wheat that had been developed by the Grain Trade during the past 40 years. The trade consider that the theories on which the Pool was founded have not been, and cannot be successfully carried into practice; that the promises which were made when the Pool was created have not been fulfilled; that the experiment has not shown any superiority of the so-called new method of marketing over the old; and that the price levels of wheat have not been increased by the Pool."

Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33⅓% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

Seeds

King City, Mo.—Larger quarters have been taken by the Maupin Seed Co.

Rockfield, Ind.—The Rockfield Elvtr. Co. is installing a seed cleaning machine.

Randolph, Wis.—An addition to its plant is now under way for the Jung Seed Co.

Fort Smith, Ark.—The Fort Smith Seed Co. recently suffered loss thru fire damage.

Antigo, Wis.—The annual grain show of the state Experiment Station is slated here for Oct. 26-28.

Seattle, Wash.—J. A. and Cleo L. Boyce have incorporated the Boyce Seed Co. with a capital of \$10,000.

Argyle, Minn.—The Farmers & Merchants Elvtr. Co. is considering installing a sweet clover seed scarifier.

Dallas, Tex.—A new warehouse and general office is under construction for the Magnolia Seed House, who have undertaken an expansion program.

All alfalfa seed imported into Canada must be stained 10 per cent red, states an amendment to the 1923 Seed Act issued by the Minister of Agriculture of Canada under date of Sept. 8.

Madison, Wis.—A. M. Eldridge, a former Iowa seedsman who became connected with the L. L. Olds Seed Co. here some time ago, will sever this latter connection. His plans for the future have not been announced.

Charlotte, N. Car.—The Brabham Seed Co. has opened a magnificent new merchandising headquarters for its wholesale and retail field, flower and garden seed trade. H. J. Brabham is president and general manager of the organization.—P.J.P.

Medford, Ore.—The Mutual Mill & Seed Co. is now the name under which the properties of the former Groceteria Seed & Feed Co., are now being operated. Seeds, poultry and dairy feeds, etc., are handled for the wholesale and retail trade.

Alfalfa from Canadian-grown seed has been cropped successfully at Fort Vermillion on that Peace River in northern Alberta, a distance of 650 miles north of the International boundary, where very low temperatures are frequently experienced in winter.

Seed Movement in September.

Receipts and shipments of seeds at the various markets during September, as compared with September, 1926, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
FLAXSEED				
Chicago, bus..	369,000	197,000	.....	1,000
Milwaukee, bus.	170,450	168,880	.....	.....
Minneapolis, bus.	4,464,940	1,538,600	644,470	460,960
Duluth, bus.	1,030,036	609,517	420,106	477,822
New York, bus.	622,000	397,500	.....	.....
Superior, bus.	177,610	320,978	257	170,607
Ft. William, bus.	26,875	37,888	363,360	518,353
Montreal, bus.	116,699	130,404	.....	998
KAFIR				
Kans. City, bus.	79,200	136,400	173,800	170,000
St. Louis, bus.	56,400	34,800	26,400	18,000
Wichita, bus.	1,200	4,800	1,200	.....
CLOVER				
Chicago, lbs...	575,000	1,107,000	125,000	714,000
Toledo, bags	1,746	1,156	614	1,465
New York, bags	2,501	.....	5,111	6,497
Milwaukee, lbs.	162,720	560,827	.....	287,178
TIMOTHY				
Milwaukee, lbs.	930,000	330,600	.....	277,660
Toledo, bags	9,363	5,727	5,789	1,034
Chicago, lbs.	7,387,000	7,981,000	8,683,000	7,106,000
SORGHUMS				
Ft. Worth, bus.	448,000	49,000	110,600	184,800
Cincinnati, bus.	1,400	1,400	.....	.....
CANE SEED				
Ft. Worth, bus.	2,000	.....	.....	.....
Kans. City, bus.	.....	.....	4,600	.....
ALSIKE				
Toledo, bags...	1,236	204	127	373

Albit, a new smut-resistant wheat developed by the Washington State College (Pullman), has been distributed to a few producers for seeding. It is of the white variety and closely resembles the little club. The export trade will absorb any surplus.

Returns from the Kansas Seed Wheat Ass'n's distributions to destitute farmers last season will investigate commencing Oct. 10. In many instances there will be no return on account of crop failure. The organization is to receive one-fifth of each producer's wheat crop.

Mercedes, Tex.—Stephens & Smith is the name of a new seed firm just setting forth here. The partnership is made up of T. E. Stephens and D. B. Smith, who both were long associated with the seed business of this section while in the employ of Richman & Samuels of Weslaco, Tex.

St. Louis, Mo.—Frank G. Shelton, 73, former sec'y and treasurer of the Schisler-Corneli Seed Co., now the Corneli Seed Co., died Sept. 29 of heart disease. Shelton was born in St. Louis and was connected with the Platt Seed Co. for twenty-five years until the time he assisted in the organization of the first mentioned seed firm.—P.J.P.

Sisseton, So. Dak.—A new industry has commenced operations here under the name of the Sisseton Seed Co. The activities of the organization will be confined to gathering and preparing seed corn for next season's crop. Drying racks, driers and other equipment necessary for kiln drying corn have been installed. The company has leased the old flouring mill.

Grand Island, Neb.—The Platte Valley Seed Co. was recently incorporated for \$25,000 by C. B. Turner, Edmund Johnson and W. A. Clark. The latter will be actively in charge. This company will succeed the Johnson Seed Co. A wholesale and retail seed business will be conducted, as well as a brokerage business in feeds, cotton seed products, etc. Soybeans will be introduced and featured.—P. J. P.

Jacksonville, Fla.—Lindsay Cameron, 62, well known seedsman of this place, and perhaps one of the most widely known men in the state, passed away Sept. 18, following a short illness that confined him to his home. Mr. Cameron was active in his seed business until last March, when he had to retire on the advice of his physician. Coming from Scotland at the age of 19, Mr. Cameron identified himself here with the line of endeavor he followed until his retirement.—P.J.P.

The London Board of Trade has announced that farm and garden seed are not subject to Sec. 1 of the Merchandise Marks Act (1926), inasmuch as difficulties would arise in case they were compelled to carry marks of origin. This exemption was granted in view of the special circumstances of the trade and became effective Aug. 3. Accordingly, containers of farm and garden seed need not carry a mark of origin, even though they carry a name or trade-mark which is or purports to be that of a manufacturer, dealer, or trader in the United Kingdom.—K. A. H. Egerton, Clerk to Consul General, London, England. (Commerce Reports.)

Seed purchased in the open market by the U. S. Department of Agriculture during 1926, bought for the purpose of purity analysis in compliance with provisions of the Act of Congress for the purchase of seeds of grasses, clover or alfalfa, and lawn grass seeds, resulted in a finding of 32 adulterations or misbrandings. In all cases timothy seed was the principal adulterant found. A number of samples contained as little as 22 per cent redtop, altho most of them averaged considerably higher. The Bureau of Plant Industry will continue to examine and report promptly as to the presence of

adulterants and dodder in any sample of seed submitted for that purpose. According to the location of the sender, there samples may be submitted to the seed laboratory at Washington, D. C., or to any of a list of laboratories co-operating with the department available on request.

Commercial Analysts Adopt Emblem.

Living as we do in an age of emblems, symbols and trademarks, it is not surprising to find that an enterprising organization like the "Association of Commercial Seed Analysts of North America" has adopted as its official emblem a design originated by Mr. Kercheval E. Smith, Vice President of the Assn.

This emblem stands for an organization which is not only a "Seed Analysts Association," but is also, and indeed primarily, a "Commercial" organization in outlook, interests and affiliations. Therefore, in the emblem, the three words "Association Seed Analysts" are interlocked and joined together by the distinctive word "Commercial," the four words forming a balanced and concentric design. The remaining portion of the organization's title, the words "Of North America," is incorporated in the form of a map in the background.

This emblem is not only intended for the use of the association on its own stationery, literature and other publicity material, but is also available for use by seed companies whose analysts are members of the organization. Such companies can use the emblem, accompanied by a statement that their laboratory is in charge of a duly qualified member of the Association, on the Laboratory Certificates, analysis tags, catalogues, price lists and other advertising matter.

The present officers of the Association are: President, Mr. Walter C. Pfander, of the Albert Dickinson Co. of Chicago; Vice-President, Mr. Kercheval E. Smith, of Wm. G. Scarlett & Co., Baltimore; and Secretary-Treasurer, Miss Macy L. Spracher, of Northrup, King & Co., Minneapolis.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.
Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Feedstuffs

Nashville, Tenn.—Lytle R. Williams, feed broker, died Sept. 24, incident to a surgical operation.

Arlington, Wash.—R. W. Shaw is now owner of the feed business formerly conducted by The U. & I. Co.

Streetsville, Ont.—A health-food company contemplates operation of the idle plant of the Toronto Milling Co., Ltd.

Springfield, Mass.—Many feed manufacturers had large exhibits at the Eastern States Annual Exhibition held here.

Minneapolis, Minn.—E. T. Hamlin, former feed jobber of this market, has joined the Wisconsin Mfg. Co., at Menomonie, Wis.

Galveston, Tex.—P. H. Wilson is manager of the newly incorporated Galveston Rice Mfg. Co., which venture commences with a capital of \$75,000.

Chicago, Ill.—New quarters on the 39th floor of the Bankers Bldg., have been taken by the Riverdale Products Co., feed and feeding accessories manufacturers.

Attica, N. Y.—The Tonawanda Valley Mills, feed manufacturing plant, recently became the property of E. E. Godfrey of East Aurora. Possession was given Oct. 1.

Bootleggers are buying shorts for their mash instead of corn now, due to the advance in the price of corn chops over the cost of shorts. They're cash customers, too.

Dallas, Tex.—A new plant for the manufacture of a complete line of dairy feeds is contemplated for the McKnight Grain & Elevator Co. Operations should commence by 1928.

Fort Worth, Tex.—The Kimbell Milling Co. of this city has opened a retail outlet known as the K. & B. Feed Store. Earl Harvey is in charge. Seeds are also merchandised.

Memphis, Tenn.—F. C. Old is now in charge of the poultry feed department of the Royal Feed & Milling Co. For a number of years he was associated with the poultry division of the Louisiana State University.

Jamestown, N. Y.—The Jackson Mill is now under lease to the former operators of the Busti (N. Y.) Feed Mill, viz., Clarence Andrews and Arden Deen. The plant was placed in operation by the lessees, manufacturing a line of poultry and dairy feeds.

Davenport, Ia.—Articles of incorporation of the Independent Products Co., a \$300,000 concern, engaged in the manufacture and sale of grain products and malt, were renewed for a 20-year period. E. Zoller is pres., August Zoller is vice-pres., and Fred Zoller is sec'y-treasurer.—P.

Independence, Kan.—A complete corn products, corn by-products, and animal and poultry mixed feed plant is soon to be built here for the Bowen Flour Mills Co. The three-story building will be 53x50, with basement and warehouse attached. Chalmers & Borton hold the contract.

Feed Movement in September.

Receipts and shipments of feeding stuffs at the various markets during September, as compared with September, 1926, in tons, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
*Baltimore	1,074	1,193		
Chicago	13,859	10,828	50,382	37,160
Cincinnati	540	1,590		
†Kansas City	5,870	8,500	15,820	15,260
Milwaukee	5,700	5,450	10,253	10,537
New York			19	
*Peoria	27,790	23,500	37,999	27,832
†San Francisco	292	287		
*Millfeed. †Bran. ‡Shorts.				

Hagerstown, Md.—Fred C. Wright, Clarence E. and Leo H. Miller have incorporated the Hagerstown Grain & Feed Co., to deal in agricultural products, capital stock 500 shares, no par value.

Burlington, Wash.—The warehouse of Gould & Co. has been enlarged to accommodate additional storage made necessary through the installation of an Allis-Chalmers mill for feed grinding.

Pennsylvania violations of the feeding stuffs and fertilizer law totaled sixty-one last month. In the case of the feed, failure to register brands was the principal charge, followed by use of metal fasteners in attaching labels, etc.

Minneapolis, Minn.—Nearly a dozen and a half members of the northwestern section of the American Ass'n of Cereal Chemists met at the New Nicolette Hotel here on Sept. 23. For the balance of 1927 this organization will meet once a month.

North Kansas City, Mo.—A new corn sugar refinery is to be added to the plant of the Corn Products Refining Co., it was recently announced. The expenditure amounts to well over a million dollars. The addition will consume around 10,000 bushels of corn daily. The company has large plants here for manufacturing corn gluten feeds, glucose, corn syrup, corn sugar, etc. This unit just reopened Sept. 26 on a half-time basis, taking in 12,000 bushels of corn daily.

East Saint Louis, Ill.—The feed manufacturing plant of the Golden Grain Milling Co. recently became the property of The McMillen Co., of Fort Wayne, Ind. This idle plant was one of the subsidiaries of the Arcady Farms Milling Co., of Chicago. Following prerequisite repairs and adjustments, the institution will soon again be in operation under the personal direction of J. G. Sackman, as before. This plant has the equivalent capacity of the home office plant, has five privately owned switch tracks with a total working capacity of 50 freight cars. All western and southern business will be handled thru this new acquisition.

Georgia, Tennessee, Alabama and Mississippi will lower their protein feed standards two per cent for the new crop, according to announcement from the Soft Wheat Millers Ass'n. Georgia state officials in charge had at first refused to accept a lower protein guaranteed analysis for mill feed in spite of the indisputable evidence that the previous guaranties and regulations could not be met this year on account of the unusually low protein wheat. This applies to wheat mill by-products, viz., bran, shorts, wheat feed. These four states and Kentucky, are the only ones having protein standards on feeds. It will be necessary to register all feeds under these new standards and the brand names of all such feeds must be followed by the 1927 contents guarantee on both registration and tags or labels on bags.—Frank H. Tanner, Sec'y Ohio Millers Ass'n, Columbus.

Mount Vernon, Ind.—Equipment for extracting oil from corn is now being installed in the plant of the Mount Vernon Milling Co., which was formerly operated by the American Hominy Co. This is in addition to the improvements reported under way in July, including 10 storage tanks of 250,000 bushels capacity, corn oil storage tanks, etc. The Postum Cereal Co., of Battle Creek, Mich., is understood to be interested in the purchase and operation of this institution, which is in competition with the Postum corn mill plant at Battle Creek.

McComb, Miss.—The McComb Milling Co., a corporation composed of J. Burton Alford, Otto W. and R. L. Allen, as incorporators, opened its meal, feed and chop plant here last week, occupying temporary quarters for the present on the Illinois Central right of way. The firm is incorporated for \$10,000, with its proposed purpose to operate and engage in a general milling business, manufacturing mixed feeds, meals, chops and various grain preparations from the seed or grain for live stock and poultry as well as for human consumption.—P. J. P.

Davenport, Ia.—The Davenport plant of the W. K. Kellogg Co., formerly the Purity Oats Co., has been purchased by the Ralston-Purina Co., nationally known cereal firm capitalized at \$11,000,000 with headquarters in St. Louis, it was announced on Oct. 1. The purchase, which was said to have been a \$200,000 deal, includes all the physical properties of the Kellogg Company here, as well as the trade names, brands, marks, etc. Joseph Loufek, who has served as general superintendent of the plant here for the Kellogg and the Purity Oats people, will continue in the same capacity under the new regime. This factory will be devoted exclusively to the manufacture of rolled oats.—Art Torkelson.

Numerous tests conducted at the Ohio Experiment Station to determine correctly the value of cod-liver meal in poultry feed, has resulted in a finding that some of the liver residues carry vitamin properties, which, however, vary markedly in anti-rachitic potency, depending upon the original source of the liver and the method of manufacture. Some of the meals examined are without any protective properties. Cod-liver meal may carry proteins of high feeding value but it would prove uneconomical to feed it as the chief source of animal protein at the current prices. The iodine in the meal may prove of value in poultry feeding, but there is no experimental evidence to indicate that the chicken requires additional iodine aside from that present in the ordinary feeds.

Program Southern Mixed Feed Manufacturers' Ass'n.

The Southern Mixed Feed Manufacturers' Ass'n will hold its second annual convention at the Peabody Hotel, Memphis, Tenn., on Oct. 17 to 19, inclusive. The program follows:

Monday, Oct. 17.

9 A. M.—Opening Address—J. B. Edgar, Pres. Southern Mixed Feed Mfrs. Ass'n.
Secretary-Treasurer reports.
Committee Appointments.
The Cost of Doing Business—H. J. Schlafly, Jackson, Miss.
2 P. M.—Visit to National Dairy Show, Tri-State Fair Grounds.

Tuesday, Oct. 18.

9 A. M.—Safeguarding of Fire Hazards in Feed Plants—F. B. Quackenboss, Nashville, Tenn., Chief of the Tennessee Inspection Bureau.
General Discussion of Problems Pertinent to the Industry.
1:30 P. M.—Golf Tournament, Colonial Country Club.
7 P. M.—Banquet, Colonial Country Club, as guests of Memphis Mills.
Awarding Golf Prizes.

Wednesday, Oct. 19.

9:30 A. M.—Executive Session.

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Plan Consolidation of New England State Ass'ns.

A conference was held in Boston, Sept. 22, between a special com'te from both the Massachusetts and the Vermont Retail Grain Dealers Ass'ns, to discuss the proposed consolidation of grain dealers of New England.

One large organization, it was agreed, could accomplish much more than many small groups, for only by united effort can any program of trade betterment succeed. Small groups are apt to become diverted from the purpose of their society, whereas a full-time sec'y afforded only by the support of a large membership cannot long deviate from the proverbial "straight and narrow."

While no definite conclusions were announced as the result of the conference, it is felt the merger of interests is of such paramount importance as to guarantee its unanimous endorsement.

Soy Bean Oil Meal in Rations.

By ALLEN PHILIPS AND SIGFRED M. HAUGE.

Soybean oil meal proved to be a satisfactory source of concentrated protein in a laying mash when supplemented by the proper mineral mixture. Soybean meal as the only source of concentrated protein in a laying mash was unsatisfactory in producing eggs unless supplemented by some mineral mixture.

Tankage was a satisfactory source of animal protein in a laying mash and needed no additional minerals. One-fourth to one-half of the required amount of tankage in a laying ration was replaced by soybean oil meal with satisfactory results.

When soybean meal was used as the only or up to one-half of the source of concentrated protein in a laying mash it was advisable to supplement it with a mineral mixture. Steam bone meal by itself was not a satisfactory mineral supplement to soybean oil meal.

The mineral mixture that was the most satisfactory consisted of 24 pounds limestone and 15 pounds salt with either 21 pounds soluble bone, 22 pounds steam bone or 42 pounds acid phosphate when fed with soybean oil meal.

In using a vegetable protein such as soybean oil meal, eight to ten per cent was the amount of mineral mixture added to the mash.

In making a mineral mixture to supply the elements, calcium, phosphorus, sodium and chlorine, the cheapest sources were limestone, acid phosphate and salt.

Ground whole soybeans was as satisfactory as soybean oil meal when used in place of tankage in a laying mash, provided a mineral mix-

ture was added. The same was true of cotton seed meal and gluten feed.—Bulletin 293, Purdue University Agricultural Experiment Station, Lafayette, Ind.

Michigan Handling Methods and an Old Michigan House.

Along the lines of the Michigan Central and other early Michigan railroads, many antiquated grain elevators, built by the railroads when the country was new, still stand. Most of them have fallen into disuse or have become freight warehouses only. But here and there one is still used as a freight depot for bulk grain.

Such an elevator is operated at Allen, Mich., by H. H. Crapo of that town. Eight flat-bottomed, cribbed bins in the second story have an aggregate capacity of between five and six thousand bushels. A push car operates on a strap-iron track over the bins, so laid as to permit dumping grain from the car into any one of the bins. A spout from the single leg delivers grain into the push car when it is on the scales.

The leg is an old-fashioned affair with small buckets and slow speed. It is operated by a gasoline engine unprotected by concrete floor or housing from the usual fire hazards. Two spouts at the top permit delivering the grain into either the bins or a car.

All farmers haul their grain to market in bags. These are emptied into a small hopper and gravity carries the grain to the elevator boot.

When grain is transferred from the bins to a car it is drawn from spouts at the bottoms of the bins into a large push cart and dumped into a hopper delivering it to the leg.

This may be an antiquated method. But it is still widely used in Michigan. Most of the newer elevators have spouting from the bottoms of the bins to the elevator boot and have hopped bins to avoid shoveling, but very few have a log dump or truck lift to permit bulk deliveries by the farmer.

This is in sharp contrast to the methods followed out on the Great Plains, where most of the elevators are equipped with air-lifts, truck scales and rapid handling legs. Practically all thru the West the farmers are equipped with grain tight truck or wagon boxes and haul all their grain to town in bulk. Where prosperity has attended the growing of wheat the majority have combines and send their freshly harvested wheat right from the combine to the elevator.

Southern Michigan soft red-winter wheat is averaging over 20 bushels to the acre this year. Very rarely does the crop on the Great Plains exceed it in yield. But the Great Plains crop is harvested and handled so much more cheaply that it can pay heavy transportation charges and sell in competition with the Michigan crop in Mid-West and Eastern markets.

Competition is forcing elevators to the use of modern equipment. Antiquated methods are being squeezed out.

More than eighty per cent of the poultry and eggs produced in this country still come from the general farm flock, despite the development of specialized poultry farms.

The growth of the poultry industry has shown a marked increase in Arkansas, Louisiana and eastern Texas during the past few years, of which fact many feed brokers, manufacturers, jobbers, etc., are not aware.

Growing Mash Formula for Poultry: Ground corn—50 lbs.; fine feeding oatmeal—40 lbs.; bran—40 lbs.; standard middlings—30 lbs.; meat scraps—10 lbs.; dried buttermilk—10 lbs.; Minrol-Protein—20 lbs.—Minrol-Protein Pointers.

A profitable outlet for sprouted oats is to be had among poultry raisers, this otherwise depreciated commodity being one of the constituent nutrients (along with clover, alfalfa and mangels) where green feed is essential but a range not available—Minrol-Protein Pointers.

In an Ohio pig feeding experiment bright green alfalfa hay fed in a rack proved fully equal to alfalfa meal in rate and economy of gain. One lot of 40.5-lb. pigs were fed corn, tankage, salt, limestone, linseed meal, and alfalfa meal. The difference in the quantity of alfalfa consumed made only 1.8 lbs. difference in the amount of tankage and linseed meal consumed.

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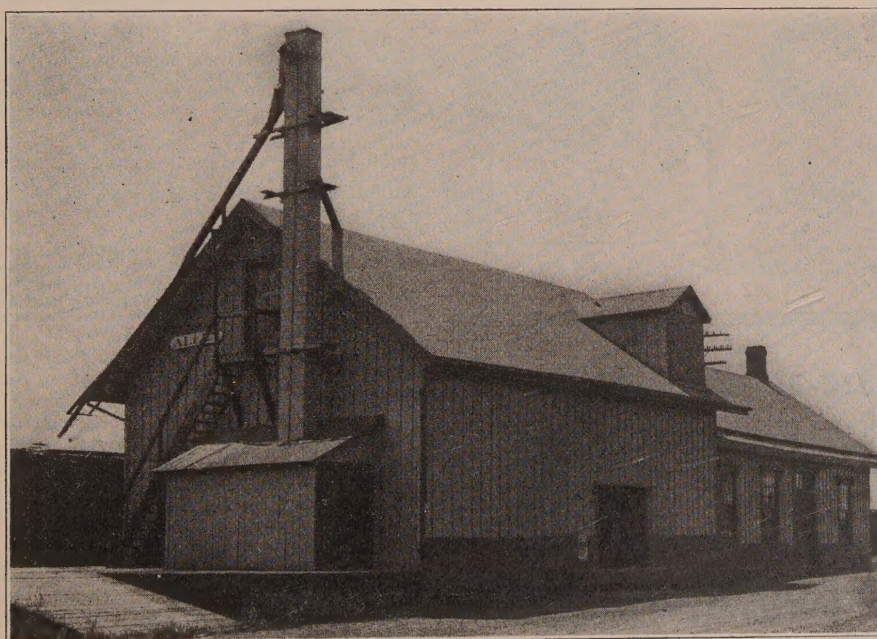
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A Combination Grain Elevator and Railroad Station at Allen, Mich.

Patents Granted

1,644,014. Carbon Monoxide Detector. Chester S. Gordon and James T. Lowe, of New York, N. Y., and Newark, N. J., respectively, assignors to American Telephone & Telegraph Co. The gas detector comprises an easily frangible vessel containing a solution of salts including palladium chloride, and a covering for the vessel of a light colored absorbent material.

1,642,331. Grain Separator. Fritz Bunse, Hesperinghausen, near Niedermarsberg, Germany. The separator comprises a rotatable cylindrical drum having recesses in its inner surface for receiving the grains and an extension at the delivery end of the drum also having recesses on its inner surface which extension decreases in diameter to the delivery end thereof.

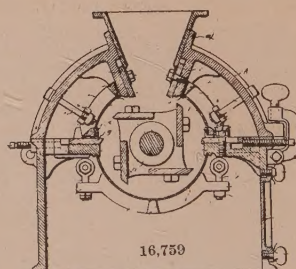
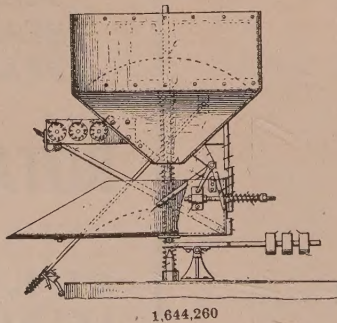
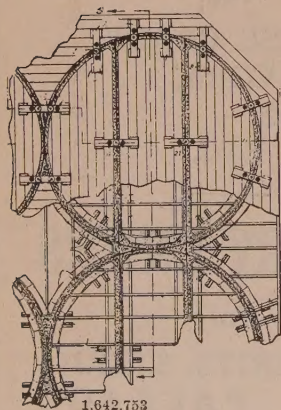
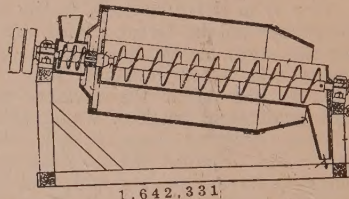
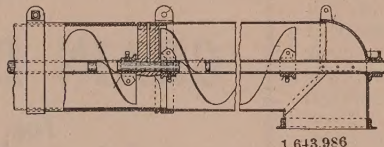
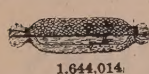
1,644,260. Automatic Weighing Machine. John Markman, Forreston, Ill. The machine is a combination of a weighing receptacle, a yieldingly supported hopper designed to discharge into the weighing receptacle, the latter being movable to discharge its contents, a latch for maintaining the weighing receptacle in discharge position, a releasing means for the latch controlled by the hopper upon deposit of a supply of material therein.

1,643,986. Power-Driven Conveyor. Arthur J. Hartley, Peoria, Ill. The conveyor comprises a receiving hopper, a cylindrical conveyor casing, flight members mounted therein, a power shaft for the flight members, and an extensible portion for the power conveyor, including an auxiliary power shaft, and flight portion, means for connecting the extensible portion to the conveyor casing, including a supporting bearing and stub shaft and an auxiliary casing adapted to telescope with the first named casing, and means for clamping it in a fixed manner thereon.

16,759 (Reissue) Grain Cracking Machine. Simon Snyder, Muncy, Pa., assignor to Sprout, Waldron & Co., Muncy. The machine comprises a casing composed of upper and lower members and having a rotary cutter therein and knives or cutters projecting inwardly from opposite sides thereof in co-operative relation to said rotary cutter; the lower casing member having a curved perforated plate therein arranged below the rotary cutter, and the upper casing member having a feed hopper and receiving chambers on opposite sides thereof into which granulated material is thrown by said rotary cutter and caused to pass by gravity into the lower casing member; said receiving chambers having curved perforated plates space from the inner walls of the upper casing member and having openings in the bottoms thereof for the passage of granulated material there-thru.

1,642,753. Forming Concrete Structures. Chas. Elmer Roop, Richmond Heights, and Leo M. Diekmeyer and Constantine B. Barutis, St. Louis, Mo., assignors to Stevens Engineering & Construction Co., St. Louis. The method consists in pouring superposed layers in a wall form having a level open top, the declining top being formed by pouring the layers terminating therein with their ends in progressively retracted relation to one another, the portions of the layers adjacent the ends being comparatively viscous when being poured so as to remain substantially within the ends, and the portions of the layers remote from the ends being formed of concrete which is comparatively mobile when poured; and in subsequently raising the form after completion of the declining top, and blocking off the form to define the end of the taller section from the space over the declining top, and thereafter filling the taller section space of the form with superposed layers of concrete.

Now is the time for all good grain men to come to the aid of their neglected moisture testing equipment, to replace broken thermometers and worn out corks and cracked tubes, etc., not to mention replenishing the supply of "Atlantic Red" oil.



Insurance Notes.

Omaha, Neb.—The Grain Dealers National Mutual Fire Insurance Co. is moving its western office headquarters from the Kee-line building to the 7th floor of the Omaha Grain Exchange Building. This will give it more commodious quarters and a little better location. It took possession of its new home on Oct. 1.

Dry weather, low water levels, and poor fire protection annually takes its toll in unexpected losses, uninsured enterprises, unprepared dealers. Under the stated circumstances insurance rates may be expected to be higher than under conditions where the hazard is not so great. Regardless, it pays to be fully protected; a fraction of the necessary coverage is too great a gamble. Good business men never consider such odds.

A clean, well kept elevator seldom burns. Every citizen owes it to himself and his loved ones to see that rubbish is cleaned up, that stoves and flues are cleaned out and put in good shape, that electrical wiring is safe, that gasoline and oils are not used near fire and that precaution is taken with all things which involve danger of fire. Carelessness is responsible for at least three-fourths of the vast waste of half a billion dollars making up the annual property loss of this country, a shameful disgrace.—Governor of Illinois.

Judging from the testimony before the Interstate Commerce Commission examiners in the grain rate hearing on Docket 17000 offered by men of financial responsibility and in banking positions where the economic plight of the farmer is of first concern, the long-proclaimed status of the downtrodden farmer has been exaggerated. It further developed that the farmers of the Northwest are rapidly getting back on their feet financially. The self-selected agitators may soon have to go to work on the farm to derive a living at this pace.

A Dust Explosion in a Country Elevator

Evidently what was an explosion of grain dust occurred in a North Dakota elevator August 27 when it was being cleaned preparatory to receiving the new crop. R. H. Bowman writes:

About the 27th of August, Mr. Tenneson, mgr. for the Pillsbury Elevator Co. of Pillsbury, N. Dak., had cleaned up his entire house and was getting ready for the coming crop. He wanted all of the bin room that he could make and noticed that in one of his large bins he had about 300 bus. of Kota wheat carrying a high protein. Wanting to save this for mixing, he decided to put it in a small bin, 30 by 36 ins. and 40 ft. deep, just in front of the back leg. This bin had not been used for a long time on account of its size and without doubt was loaded with dust.

Two fast legs were throwing wheat into this small bin and were just nicely under way when an explosion occurred which shook the whole building and scattered Kota wheat all over the cupola. It would appear that the explosion occurred in this small bin.

No one here is able to account for the cause of such an explosion and wonders whether such a thing has occurred before. Apparently there was no fire following the explosion and no damage was done except a possible loss on the scattering of this valuable wheat.

In the Journal for Sept. 25, 1926, page 357, appeared an illustrated account of an explosion of grain dust in the concrete elevator of the C. C. Jennings Grain Co., at Spearville, Kan. Smutty wheat was being spouted into one of the four bins at the rate of 750 bus. an hour when an explosion occurred and blew off the roof over that bin and damaged its partition walls. This circular elevator contained a 7-foot circular well in the center which rose 16 feet above the bins. While explosions of grain dust have seldom been reported by country elevators, they do occur and no doubt will occur more frequently as country elevators become equipped with more dust producing machinery and increase the hours in operation.

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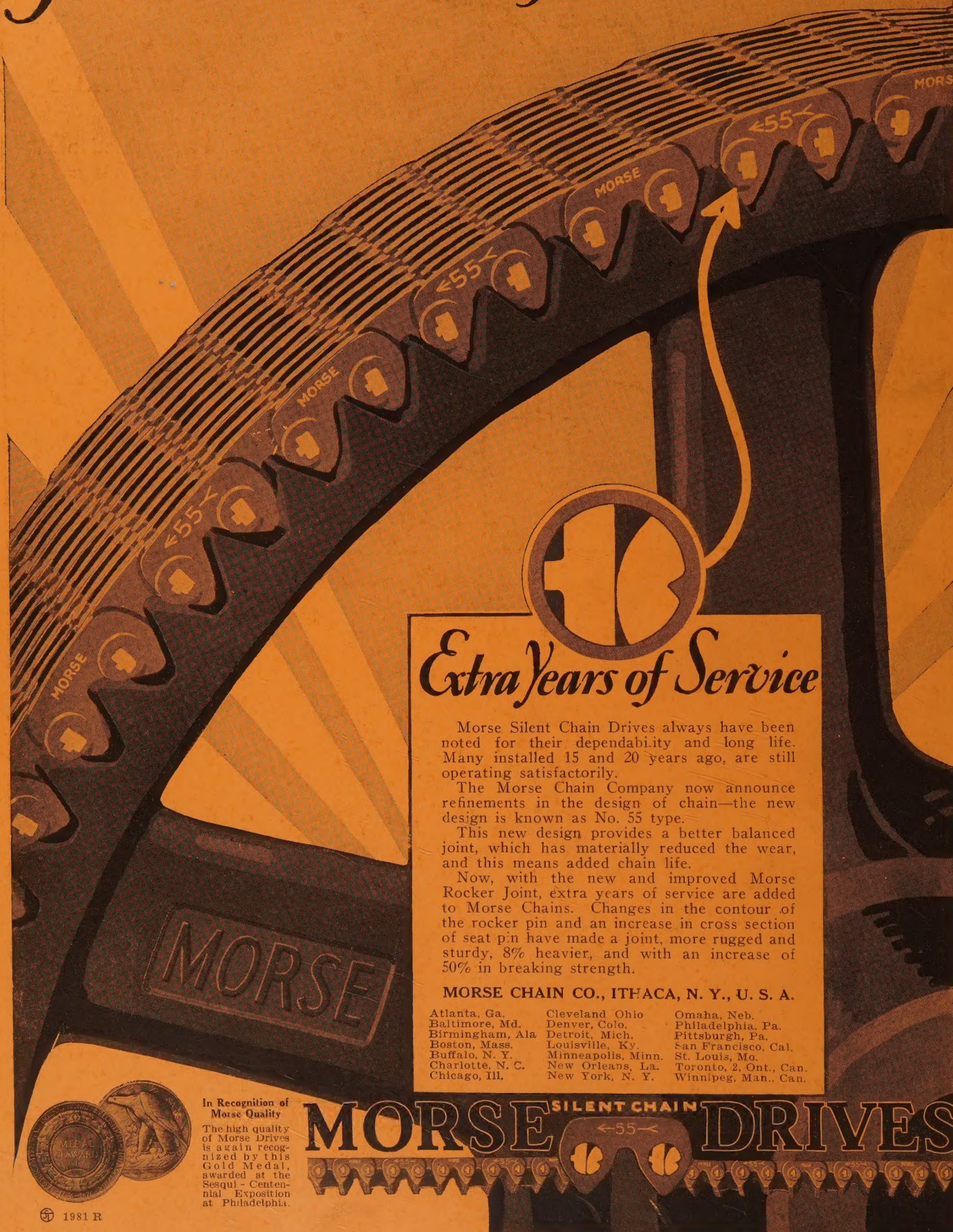
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